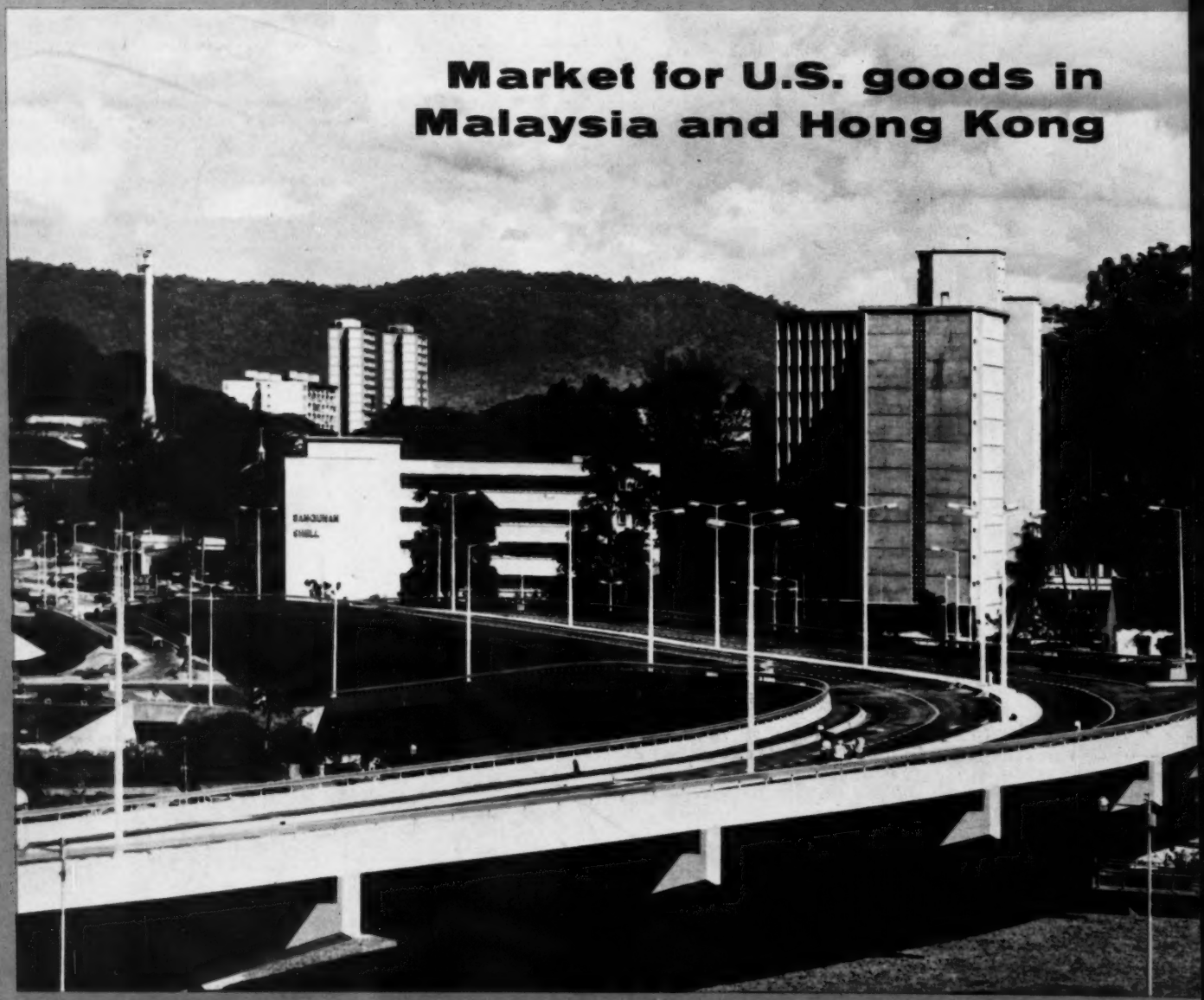
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 5, 1965

Market for U.S. goods in Malaysia and Hong Kong



Business Bulletins *from around the world*

AFGHANISTAN—UN Special Fund grants $1.6 million for irrigation survey of Kabul and Hari-Rud valleys. Grant to cover topographical study, planning, design for light reservoir dams, planning for two pilot farms.

BELGIUM—Provisional data show total BLEU exports for 1964 reached $5,580 million, compared with $4,839 million in 1963; 15.9% increase especially bolstered by high level of first quarter 1964 exports.

Société Sobeir, Brussels firm specializing in factory installation, awarded contract for complete $1.6 million plant to produce steel tubes at Nagpur, India. Plant of 50,000-ton annual capacity to be engineered by German firm, Mannesmann Meer, with principal components constructed here. Scheduled operation to begin early in 1967.

DENMARK—Port of Copenhagen Authority tentatively approved project to expand northern section of port. Project estimated to cost $16 million; to be completed over eight-year period. Plans, pending for some time, motivated by steady, rapid increase in traffic at port in recent years. Project, representing largest expansion of port since establishment of free port, also contemplates extension of free port area.

GERMANY—Rheem International, Inc., joins with Mannesmann-Rheem International GmbH for manufacturing prefabricated buildings of steel, aluminum for industry, commerce, trade. With headquarters in Munich, new firm to have groups of workers stationed in 21 cities throughout Germany to assemble prefabricated building components at construction sites. Current production program to center on gasoline stations, auto washing halls, other general prefab components. Manufacture of school, residential buildings planned for 1966.

GHANA—New $280,000 steel drum factory at Tema expected to produce 150 drums a day. Training in Germany completed by 35 persons for key positions in operations.

GREECE—Pharmaceutical manufacturer, Famar-Panos Marinopoulos S.A., to pack products of Schering Corporation of New Jersey from bulk imports and distribute locally; later will manufacture, export Schering products under license. Famar plans to spend $600,000 for plant expansion in next five years.

Ministry of Public Works to develop port of Rafina to take portion or all passenger traffic now using Piraeus.

LEBANON—Balloons, similar toys made of expansive rubber now subject to import licensing, according to recent decree.

MALAYSIA—Steel mill, capitalized at approximately $21.7 million, to be built in Prai located in northern Malaya. Financing to come from Japanese company, Malaysian investors, Malaysian Industrial Development Finance, Ltd., and International finance Corporation. Construction expected to begin in May; completion planned for end of 1966. It will be first integrated steel plant in Southeast Asia; will have an annual production capacity of 120,000 tons of steel ingots, sufficient to supply federation's steel requirements. For first three years, about 100 Japanese technicians, administrative staff will assist in plant's operation.

NEPAL—United Kingdom extends $770,000 loan for thermal power unit, 66 kv. transmission lines. Loan follows similar line of credit for $1.47 million extended in 1962.

NETHERLANDS—Tax receipts totaled $3.8 billion in 1964, 26% increase compared with 1963.

Total 1.8 million television sets registered Jan. 1, 17% over previous year. Registered radio receivers, at 2.7 million, 1% over January 1964.

NIGERIA—Work scheduled to begin on first paper bag factory in August. Factory, to be located in industrial suburb of Lagos, will cater mainly to needs of Country's cement manufacturing industry. Initial production capacity of 25 million bags a year planned.

PERU—Government-sponsored bill presented to Chamber of Deputies calling for purchase by Corporacion Peruana de Vapores (Peruvian Steamship Corp., CPV) of six ships of 10,000 to 13,000 tons each. Proposal is to call for international bids, authorize CPV to contract foreign loan of approximately $20 million at interest rate of no more than 9% annually.

PORTUGAL—Foreign trade reached all-time high for both imports, exports during 1964, according to provisional data. Imports valued at $765.8 million; exports at $518.3 million. Although Germany and the United Kingdom continued to be major suppliers, their share of Portugal's total imports decreased slightly while that of U.S. rose from 8.9% in 1963 to 10.5% in 1964. Value of U.S. exports slightly exceeded $80 million (compared to $58.5 million in 1963). Portugal's exports to U.S. valued at $54.2 million compared to $48.7 million in 1963.

RHODESIA—As result of last year's Chrysler-Rootes merger, Dodge pick-up trucks to be assembled by British Rootes Group here. Total of 90 one- and two-ton trucks to be assembled in first year. Both companies agree to sell each other's vehicles in Rhodesia, Zambia.

SPAIN—Balance-of-payments totals at end of 1964 showed increases compared with 1963, in exports, up 28.9%; imports, up 16.5%; tourist receipts, up 36%; net long-term private capital, up 30.9%. Balance-of-payments surplus of $292.3 million for 12-month period compares with surplus of $81.2 million in 1963.

UAR—Pan American Petroleum Co. made first strike in Gulf of Suez. Company plans directional drilling of 10 additional wells; construction of pipeline, shore installations, including tank farm, loading facilities, for onward transport of the crude. Total investment expected to reach $40 million. Minimum production of 50,000 barrels a day expected by 1967, when drilling of additional wells completed.

U.S. Department of Commerce

John T. Connor
Secretary

Thomas G. Wyman
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

Malaya's first multi-million dollar traffic crossover to ease traffic congestion in Kuala Lumpur, the capital, might be called typical of the city now bursting at the seams with more than 20,000 daily motorists. The U.S. Trade Mission to Malaysia and Hong Kong will soon be departing for that area, and the opportunity to send along business proposals is detailed in the series of articles on the area starting on page 2 of this issue.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

April 5, 1965 — Volume 71, Number 14

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VICTORIA CITY, on Hong Kong Island and often called Hong Kong, is the Crown Colony's capital and business and financial center; also a leading Far East port.

Mission

To work toward increase in U.S. share of growing Far Eastern markets

Malaysia

Federation rich in natural resources, has large foreign exchange reserves

Hong Kong

Crown Colony a free port; virtually no import duties or other trade barriers

Another Trade Mission has been scheduled by the Bureau of International Commerce—this one for Malaysia and Hong Kong, Oct. 23-Nov. 21.

The Mission, to be composed of six U.S. businessmen with wide backgrounds in selected fields of experience, will be accompanied by two officials from the Commerce Department. One will serve as Mission Director, the other as Trade Development Officer.

To increase the U.S. share of the expanding Far East market and take advantage of the rapid industrialization and sophistication of these two economically stable countries, the Mission will be promoting the sale of U.S. consumer and capital goods through direct export and through establishment of agencies and distributors. The Mission will carry with it for personal handling relevant business proposals submitted by U.S. firms (see accompanying article).

U.S. exports to Hong Kong in 1964 totaled $172 million, all commercially financed, and were exceeded in the East only by Japan, India and the Philippines. In per capita terms, the Crown Colony is the largest importer of U.S. merchandise in Asia. Yet the United States presently supplies only about 11.5% of Hong Kong's total imports.

The Colony is a free port with virtually no import duties or other barriers to trade. Its currency is freely convertible, foreign exchange is readily available and it has excellent insurance, banking and credit facilities.

The Federation is rich in natural resources, mainly rubber and tin, which are processed in modern, competently operated plants and exported at good yields. Malaysia has built up a markedly stable currency and large foreign exchange reserves. Its per capita income is the highest in southeast Asia and has a steadily growing middle class.

The Government is actively supporting private domestic and foreign investment which increases the demand for capital and consumer goods. There is a relative absence of restrictive trade controls and U.S. products are popular in the Malaysian market.

Business information centers

Mission members will arrive in Kuala Lumpur on Oct. 23, proceed later to Singapore, and end their overseas tour of duty in Hong Kong on Nov. 21. Business Information Centers will be established in all three places for individual interviews with local businessmen. Here members of the Malaysian and/or Hong Kong industrial community can consult with members of the Mission regarding Mission specialties or the business proposals offered by U.S. firms, or to present business offers of their own.

Meetings will be programmed with trade organizations, Chambers of Commerce, federations of manufacturers, and Government officials. Plant visits also will be arranged for discussion with company management of plans for expansion, retooling, and modernization.

Broad interests

The composition of the U.S. Trade Mission has been determined after personal consultation with the economic and commercial offices of the U.S. Embassy

in Kuala Lumpur and the Consulate-General in Hong Kong as well as with members of local Governments and in-industry organizations.

Specialization

The Mission will be comprised of members selected from the following areas of specialization:

Building materials, equipment and accessories. Volunteer should be knowledgeable in U.S. sources for equipment used in the finishing of buildings—for example, plumbing fixtures, fabricated metal products, hardware, flooring and ceiling tiles.

Machine tools and light metalworking machinery. Knowledge of general machine tools and metalworking machinery for light industry. Should be able to answer technical questions on production methods and needs as well as know U.S. manufacturers of equipment to fill these needs.

Scientific, medical, optical and hospital equipment. Should have broad knowledge of equipment needed for modern scientific and medical laboratories and research facilities. Must know U.S. market sources and be able to advise as to newest and most sophisticated aids available.

Consumer goods. Should have a broad general knowledge of sources of U.S. consumer goods with perhaps a particular background in personal products, such as clothing and cosmetics. Familiarity with availability of U.S. merchandising and advertising services also desirable.

Packaging and handling machinery. Acquainted with most recent developments in packaging and packaging equipment, including, if possible, knowledge of materials handling. General knowledge of the whole field is desirable. Volunteer should be particularly knowledgeable in the field as it relates to foods and consumer goods.

Road building and heavy construction equipment. Knowledge of and U.S. sources for machinery to be utilized in industrial construction, land clearance and road building—for example, derricks, hoists, power shovels, conveyors, pneumatic tools, transport and earthmoving equipment.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Bureau of International Commerce.

Write: Bureau of International Commerce, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's Field Offices.

PETALING JAYA is a fast-growing industrial town located not far from Malaysia's capital, Kuala Lumpur.

Business proposals of U.S. companies invited before June 3

Firms with product or service to sell send offers to BIC

U.S. firms with a product or service to sell, those seeking agency or distributor relationships, and those interested in entering into other business arrangements are invited to submit their proposals to the Director of the U.S. Trade Mission to Hong Kong/Malaysia.

Proposals should be received in Washington by Sept. 3. For best results, they should involve product categories indicated by the Mission's fields of specialization.

Excellent export prospects exist, however, in a number of other categories, as indicated in the accompanying articles on Hong Kong and Malaysia. Offers in these fields also are strongly encouraged.

Business proposals will be printed in summary form, without identification or address, in booklets which will be distributed throughout Hong Kong and Malaysia before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal.

U.S. firms will be provided with the names of foreign companies expressing definite interest in its proposal, in order that follow up action may be taken.

To submit a business proposal, firms are requested to answer the questions below and send two copies with their proposals to the Director of the U.S. Trade Mission to Hong Kong/Malaysia, BIC-8210, U.S. Department of Commerce, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Missions Division will not seek a substitute for an established agent.
- Are you interested in a joint venture? In licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?
- Do you wish your proposal published in both Hong Kong and Malaysia or just one of these countries? Be sure separate proposals are submitted for each country.

Each proposal must be accompanied by descriptive information such as brochures, pictures, pricelists (c.i.f. is possible), and catalogs. This material should not exceed 50 single sheets.

If you are representing several firms, submit a separate proposal for each client —for each country—with each specified by name and product or service.

The market in Malaysia

U.S. share strong in some categories; chance to increase sales of many other products

By FLOYD J. DUBAS
Bureau of International Commerce

The Malaysian market offers many opportunities to U.S. suppliers.

Tariffs are generally moderate and imports into Malaysia are almost entirely free from restrictions.

As a guide to U.S. businessmen in developing the most promising business proposals for distribution in Malaysia by the U.S. Trade Mission next fall, specific saleable products and fields which investors may wish to explore are discussed below.

The market

U.S. exporters have almost 6% of the Malaya-Singapore market for imports which amounted to US$1,682 million in 1963. The share of U.S. suppliers in this market is strong in a somewhat limited range of products—about 90% in air conditioners and parts, 53% in tobacco and cigarettes, 45 to 50% in excavating machinery, 36% in lubricating oils, 35% in carbon black, 34% in calculating machinery and 24% in telecom equipment and bearings.

The share U.S. suppliers have in the Malaysian market is relatively weak in a considerable span of products, however, and in many items their position is negligible.

Advantages for exporters

Exporters of most of the goods needed in Malaysia have a number of advantages to help them increase their sales there—a growing acceptability of U.S. products, a favorable competitive position arising from the breadth of product versatility and prices, and a generally better position in meeting early delivery requirements. In a market covered largely by foreign suppliers, however, the challenge to U.S. exporters must be met by realistic pricing, reasonable and competitive payment terms, and the recruitment and fullest support of competent dealers.

Products in the six specialties being featured by the Trade Mission should receive the full attention of U.S. exporters who hope to enter or expand their sales in the Malaysian market. Other products which Malaysia is importing in significant volume, and in which the relatively small U.S. share of the present market presents a challenge, are discussed below. U.S. exporters are believed to have a good chance of increasing sales in Malaysia for many of these items.

U.S. sales amount to about $125,000 in an almost $3 million market for electrical equipment and appliances consisting of washing machines, vacuum cleaners, floor polishers, food processing apparatus, shavers and hair clippers, cooking devices, water heating equipment, irons, handtools, burglar alarms and door chimes and automatic door openers. With proper attention to the local electrical power availability in a voltage of 230 in single phase and 400 in 3-phase, and a 50-cycle requirement for electrical motors, U.S. exporters may be able to develop a worthwhile sales volume.

In a $3.3 million market for plumbing fixtures and equipment, U.S. sales are negligible. Frequent consumer interest in American quality products in this line is frustrated by the absence of these products in the marketplace. U.S. shoes are produced in a price range believed to be acceptable and competitive in Malaysia, but they are scarcely represented in annual imports of $1.7 million. Toilet soaps, weed killer chemicals and insecticides were imported in a value of $4.7 million in 1963; U.S. suppliers furnished less than 10%.

Handtools for farmers, mechanics, and carpenters were imported to a value of $2.5 million in 1963; builders' hardware imports, $3.5 million; diesel engines and parts, $8.3 million, and industrial hose, $700,000. With some effort, present nominal sales by U.S. suppliers may be increased.

Other important Malaysian import requirements in which exporters may be able to compete are metalworking; textiles; printing and food processing machinery; mineral crushing and sorting equipment; pumps; compressors; hoisting machinery; valves; electric motors; small portable power plants; various control and measuring instruments; baby goods including carriages, furniture and clothing; toys and games; fishing and hunting equipment; imitation jewelry, and office equipment and supplies.

Products for which there is only a small demand, but which may be sold in

Market profile—Malaysia

Area: About 129,000 square miles. Comprises Malaya, Singapore, Sabah, Sarawak.

Population: Almost 11 million. Multi-racial, mostly Malay and Chinese. Some Indian, Borneo indigenous. 3.2% annual increase.

Principal cities: Singapore (city and State), 1.8 million; Kuala Lumpur (capital), about 320,000; Penang, 235,000; Ipoh, 225,000.

Currency: Malayan dollar. M$3.06 = US$1. Currency stable.

Gross national product: Malaysian GNP, US $3,220 million, 5 to 7% annual growth. Per capita income US$300. Malaya, Sabah, and Sarawak are primarily agricultural with some industries in Malaya; Singapore is commercial and industrial. Main export products, rubber and tin.

Electricity production: 2,490 million kw.-h.

Principal manufacturing industries: Centered on Malayan west coast and Singapore; mainly light, small scale, import-substitute, or processing raw materials; some heavy (including steel mill, oil refineries). Variety of new industries.

Mining: Mainly tin, iron ore, bauxite. Petroleum produced in Sarawak, explorations eleswhere.

Foreign trade (1963): Total exports, US$1,654 million; total imports, US$1,873 million. Principal exports (Malaya-Singapore, 1963)—rubber, 43%; tin, 15%; petroleum and products, 8%; iron ore, 4%; ship and aircraft stores, 4%. Principal imports (Malaya-Singapore, 1963)—food products, 24%; machinery and transport equipment, 15%; petroleum and products, 13%; textile manufactures, 7%; iron and steel, 3%, metallic ore and scrap, 3%.

Foreign exchange reserves: $1,297 million.

increased volume under an imaginative sales program, include safety helmets for bicycle and motor scooter riders, battery-driven typewriters, modern kitchenware and apparatus, patio furniture and equipment, and fiberglass products including ceiling and wall panels.

The present annual market for biscuits (cookies and crackers) is about $2.1 million. U.S. suppliers could be competitive by the simple innovation of suitable airtight containers. Specialty flour mixes and prepared cereals offered by U.S. exporters may find greater sales and open up new consumer interests if they are packaged in containers to insure freshness and freedom from vermin.

Ideas for U.S. investors

The Malaysian Government is vigorously supporting industrialization and businessmen are actively developing new industries and expanding existing ones. In the past five years, more than 200 new industries have been established in Malaya and Singapore; also, several have been started in the less developed areas of Sarawak and Sabah. These have been undertaken largely by local businessmen on a joint venture basis with foreign investors. In such arrangements, foreign businessmen have supplied capital, technical and managerial know-how, and capital equipment.

Considerable participation in new industries has come from Japanese and British investors; however, Americans have found many excellent opportunities for their industrial and commercial efforts and have generally led the field in the size of enterprises they have founded. No estimate is available of the size of U.S. investments in new enterprises during the past five years, but it is believed to be as high as $50 million.

The Government's attitude toward foreign capital participation is favorable; foreign investors are accorded equal eligibility with local investors in the Government's industry incentive programs. These include tax exemption privileges, consideration for tariff concessions, and eligibility for location in Government-supported industrial parks.

Malaysian business activities are carried on under free enterprise conditions, and Government supervision and control is minimal. One of the Government's important objectives in creation of new industries with foreign assistance is the fullest employment and capital participation by Malaysians which it strives to obtain by persuasion rather than by legislation.

Opportunities for foreign investment in Malaysian industries and business activities are believed to be in a relatively wide field of products, development effort has been concentrated mainly, however, in industries for which raw materials and markets are available locally. Relatively undeveloped fields in which one or both of these factors are present are mentioned below. Americans looking for industry and business development opportunities may find these feasible.

AN EXAMPLE of modern architecture found in Kuala Lumpur, this building houses commercial offices.

Poultry raising is still relatively undeveloped and offers a good potential, as Malaysia's protein requirements are only partially being met. Modern and efficient poultry production may be attractive to foreign investors in a market where dressed chicken now retails for about $1 a pound. While animal feeds for swine and poultry now are produced locally, an expanded poultry industry will support additional animal feed-making facilities.

Malaysia is rich in forest resources and is aware of the economic advantage of transforming into wood products for local use and export the logs now being exported. Local woods are suitable for veneer and plywood production; these industries have been developed thus far only on a limited scale. Use of fiberglass and other plastic materials as paneling and prefabricated sections for the building industry has only started, but there is evidence that these products may have

a good future in view of a high humidity which induces excessive deterioration in less durable materials.

Tinplate requirements filled by imports are now running at about $5.8 million. With a start having been made in steel production, and evidence of expansion of facilities in the near future, sheet production may soon be a reality. It is a short further step to introduction of tinplating facilities which would have the advantage of local tin supplies. Other industries using local tinplate also may be feasible—for example, the making of crown corks. Local tin-using facilities and expansion in the pewterware-making industry may be practicable.

Rubber, food processing

Although some important industries which use crude rubber—Malaysia's leading crop—already have been developed, additional industries using this product are believed to be feasible. These include the making of industrial rubber hose widely used in the hydraulic tin mining industry, tires for bicycles and motor scooters which are important means of transportation, and rubber mats.

Responding to the Government's encouragement for this industry, additional auto assembly plants are now in an advanced planning state. These will use such locally produced items as tires, batteries, paints and lacquers; also, local metalworking facilities will be employed. This development can generate establishment of several new industries to make motor vehicle components such as upholstery, wire and cable, steel pipe and glass.

While some start has been made in food processing, there is considerable room for further development. The fishing industry is regarded as having a substantial development potential; also, the freezing of fish products will be an important target for local industrialists to enable more efficient distribution to consumers and possibly to provide items such as frozen shrimp (prawns) and canned tuna for world markets.

The introduction of packaging in the distribution of foodstuffs to consumers also is believed to have a good future. Local merchants are discovering the profit advantages in providing more suitable facilities for selling consumer goods to replace the present inefficient shops with myriad goods scattered indiscriminately over every available inch of shop space. Malaysian customers are ready for the U.S. type food market and department stores, although the need in the former category may be less for supermarkets than for the small or medium-sized efficiency grocery establishment.

Malaysia progresses in economic unification and development

Major developments include new tax proposals, advance toward a Common Market, establishment of new industries

By LOUISE H. HILLSON
Bureau of International Commerce

For Malaysia, the last several months have brought additional moves toward national consolidation, and further economic progress in spite of the problems caused by Indonesian confrontation.

Major developments in the latter part of 1964 included the presentation of the Malaysian budget, the introduction of new taxes, progress toward a Common Market, and establishment of new industries in Malaya and Singapore.

The 1965 budget for Malaysia reflects the necessity for increased defense spending as well as a determination to press ahead with development programs. Total expenditures (in U.S. dollars) are estimated at about $703 million, revenues at $525 million, and a deficit of about $177 million is expected.

New tax proposals were announced to provide increased revenues and to harmonize taxes among the four Malaysian areas. These included standardization of the income tax rate at a maximum of 50% (Sabah and Sarawak will allow higher individual exemptions than Malaya and Singapore); a corporate tax maximum of 40%; a capital gains tax at a rate based on the length of time the taxable asset is held; a 2% tax on business payrolls; and a tax on surplus tin profits.

A number of new and increased revenue tariffs have also been imposed in all four Malaysian areas.

Summary, forms needed

In each of the two countries to be visited by the Mission, a booklet summarizing all business proposals for that country will be distributed. A summary in 35 words or less of each proposal must be submitted for inclusion in this booklet, at the time the other information is forwarded.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form 1A 57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current merchantile agency report; or a current bank report.

Toward economic unification

A major step toward economic unification was taken in the announcement by the Tariff Advisory Board of a list of 101 items to be considered eligible for Common Market tariffs. Another unification step was the establishment by the Federal Government of a Federal Industrial Development Authority which will make industry feasibility studies, identify investment opportunities, review private investment incentives including Government development of industrial sites, and coordinate industry development policies in the Malaysian areas.

The Government also plans to introduce legislation to supplant and harmonize existing laws in the four Malaysian areas which grant pioneer status (tax exemption) to new industries. This is being done in order to coordinate the responsibilities of the various Government agencies to review applications by new industries for tax exemption privileges and to achieve necessary standardization and flexibility. Rights of taxpayers under existing laws of the Malaysian areas will be safeguarded.

The Government has also announced that pioneer certificates granted in any of the Malaysian areas must have the approval of the Malaysian authorities in Kuala Lumpur. By the end of 1964, a total of 264 companies had received pioneer status certificates in Malaysia: 108 are in Malaya, 119 in Singapore, and 37 in Sabah and Sarawak.

Consolidation of banking policies and regulations also has been achieved by extension to all of Malaysia of the Banking Ordinance of Malaya and the regulatory powers of the Central Bank. In addition, the Malaysian Government is transferring the power to issue and control the national currency from the Board of

Commissioners of Currency to the Central Bank of Malaysia.

Imports into Malaya and Singapore in 1964 totaled $1,397 million as compared with $1,649 million in 1963. Exports were $1,253 million in 1964, a decline from $1,441 million in 1963. Major sources of imports were the United Kingdom, Japan, Thailand, Communist China, the United States and Australia. Japan was the major destination for Malaya-Singapore exports, followed closely by the United States.

Imports from the United States totaled $82.6 million in 1964 as compared with $93.4 million in 1963. Exports to the United States were $164.3 million in 1964 and $197.1 million in 1963. A part of this decline may be attributed to the loss of Indonesian trans-shipment trade.

Economic development

The first Malaysia Plan (1966-70) for economic development is in preparation. This plan will incorporate the existing development programs of the four Malaysian areas. The Government's excellent credit standing was once again demonstrated by the rapid subscription of public loan issues for financing Malayan and Singapore economic development plans.

Singapore market report

A report on market conditions and prospects in Singapore, with emphasis on opportunities for U.S. businessmen, soon will be available from the Bureau of International Commerce.

The report, entitled *Market Factors in Singapore*, was prepared by the Commercial Officer in the U.S. Consulate General there.

One of the constituent areas of Malaysia, Singapore offers an increasingly attractive market for U.S. products and services and for U.S. investments. The area continues to demonstrate a capacity for substantial economic growth, has the highest per capita income in Southeast Asia, and business activities are conducted in an atmosphere of free enterprise and with minimal Government interference.

An important entrepot and commercial center in the Southeast Asia region, Singapore is now making significant progress in industrialization.

Write: Office of International Regional Economics, BIC-8440, U.S. Department of Commerce, Washington, D.C., 20230, or any of the Department's Field Offices.

A high level of industrial development and development interest during late 1964 was spurred mainly by foreign investors. A major project was a joint venture involving a Japanese steel company, Malaysian Industrial Development Finance Ltd. (an industrial development financing institution), and the International Finance Corporation, to build an approximately $21.7 million steel plant in northern Malaya. Construction will begin this May and is to be completed at the end of 1966. The mill will have a capacity of producing 120,000 tons of steel ingots.

An existing steel making company in Singapore plans to increase its present production capacity. When this expansion is completed the mill will be able to use ore from Malaya rather than scrap steel. The Ford Motor Co. is planning to expand its Singapore assembly plant. The Malaysian Government is processing the applications of 17 foreign firms, including three U.S. firms, to establish automobile assembly plants in Malaysia.

Other important developments include the purchase by a British petroleum company of the assets of the Maruzan Toyo Oil Co. in Singapore which includes a refinery; the opening of the first sugar refinery in Malaya; and the opening of factories in Singapore manufacturing prefabricated steel buildings, plywood and particle boards, textiles, garments, plastic products and condensed milk.

Construction has also been started on a number of new plants including the Mobil Oil refinery, a sugar refinery, shipyards, and facilities to produce detergents and fertilizers.

Power expansion

Progress has been made in the expansion of electric power facilities. Three new power stations are under construction, and feasibility studies are being made for two others. Brisk construction activity has continued, particularly in Singapore, where the State Government is developing a satellite town which will eventually accommodate about 250,000 people. A major coastal reclamation scheme has been started, and new public and private housing projects have been introduced.

While new industries are being established, production of rubber and tin continues to be the mainstay of the Malaysian economy. Developments in both these industries continue to be encouraging. Rubber production has increased and prices have remained fairly firm. Tin prices have risen to record heights, stimulating the development of low-grade ore.

More economic development is expected, and Malaysia continues to offer opportunities for U.S. products and investments.

CHEMICALS—Lawter Chemicals, Inc., of Chicago, is opening its first overseas plant in Lokeren, Belgium, to manufacture Lawter's complete line of products, including ink vehicles and resins, adhesives and paper coatings. The plant will also serve as a central warehouse for distributing the company's fluorescent pigments and coatings throughout Europe. In recent years Lawter has made increasing export sales through Columbian Carbon International, Inc.

WATER STUDIES—Saudi Arabia has jointly awarded a $7½ million contract for water and agricultural development studies to the Ralph M. Parsons Co. of Los Angeles and Frank E. Basil, Inc., of Athens, Greece. Some 115,000 square miles in northen Saudi Arabia will be covered, with intensive studies devoted to critical areas. Saudi Arabian nationals will be trained in all phases of the work. A central water and soils testing laboratory will be established and a Parsons-Basil office set up in Riyadh.

TELEPHONE SYSTEM—North America's first Pentaconta telephone-exchange system is now in service in Mexico, at Nogales, Sonora, built and installed by the International Telephone and Telegraph Corp. (ITT). Pentaconta is the trademark for ITT's automatic crossbar switching equipment. U.S. telephone subscribers can now dial across the border into the Nogales area without placing the call through an operator. The 3,000-line exchange was supplied to Telefonos de México by Bell Telephone Manufacturing Co. of Antwerp, Belgium, and installed by Industria de Telecommunicación —both ITT subsidiaries.

HELICOPTERS—Six Bell-type certificate helicopters have been sold in Europe by Rudolf Birnholz & Associates, of Dallas, for Continental Copters, Ft. Worth. Helicopter Sales, Inc., has been selected by Fairchild Hiller Corp. as export sales representative for Hiller helicopters.

AUTOMATIC CONTROLS—The 17th overseas subsidiary of Honeywell, Inc., is opening in Milan, Italy. Establishment of the wholly-owned Honeywell S.p.a. is designed to integrate operations in Italy more closely with Honeywell companies in the Common Market and throughout the world.

Hong Kong thrives on imports

Attracts buyers from whole of Asia; tourists from world flock in daily for bargains

By TADD LINSENMAYER
and MAURICE KOGON
Bureau of International Commerce

The Hong Kong market is a strong, healthy one—growing rapidly, highly competitive with few controls on business or trade, and with excellent opportunities for increased U.S. sales.

Hong Kong is growing dramatically. New buildings and factories are springing up almost overnight, and more and more land is being reclaimed for future industrial sites. Its people are prosperous by most Asian standards, and demand a wide range of consumer goods.

As a free port in the heart of the Far East, Hong Kong attracts buyers—manufacturers, importers, and distributors—from the whole of Asia; and tourists from all over the world flock into the Colony daily looking for bargains.

Imports reach $1.5 billion

Hong Kong itself is a small 400-square-mile dot on the coast of mainland China with a population nearing four million. It has practically no raw materials to feed its industries, and cannot produce domestically enough food to feed its people. Therefore it imports.

In 1964, it imported nearly $1.5 billion worth of all types of goods, including food and food preparations, $352 million; textile yarn, fabrics, and articles, $245 million; machinery and transport equipment, $179 million; plastic materials and resins, $46 million; petroleum products, $43 million; and clothing and footwear, $39 million. Total imports in 1964 were 15% higher than in 1963, and 28% more than in 1962.

The United States is Hong Kong's third leading supplier, following mainland China and Japan, but ahead of the United Kingdom. However, though 1964 U.S. exports of $172 million were 25% ahead of 1963, the U.S. market share of only 11.4% in 1964 suggests ample room for improvement.

U.S. brands popular

There are basically two markets for consumer goods in Hong Kong: the local market and the tourist market. In the local market, for the increasing number of people who can afford it, foreign brand consumer merchandise is highly prized, especially if it is a U.S. brand. Over a century of British influence, and the more recent presence of U.S. and other European tourists and servicemen, have enhanced the desirability of owning and using Western products.

Tourist trade

The tourist spends almost 70% of his total expenditures on luxury-type consumer items to take home. In 1964, almost 300,000 tourists plus an unknown number of servicemen spent well over $100 million on such goods, and not all of these were locally made goods. It is not uncommon for an American or other tourist to purchase products made in the United States, since some U.S. products sell for less in Hong Kong than in the United States.

The tremendous rate of industrial development in Hong Kong has created a large market for industrial raw materials and machinery as well. Most of Hong Kong's own manufactures, such as textiles, clothing, plastic articles, transistor radios, metalware, furniture, and so forth, are made from imported raw materials or components. In most instances, the machinery is also imported. It is estimated that of every $10 worth of Hong Kong exports, $9 originated in foreign raw materials and machinery, and $1 was added to the value in Hong Kong.

Industrialization also has led to an unprecedented building construction boom, both of new factories and housing projects, and this building boom, in turn, has led to increased demand for imported earthmoving and construction equipment, building materials, nonmetallic minerals, paints, and metals.

Hong Kong's role as a entrepot must not be ignored. Because of its strategic location and its free port status, Hong Kong is an ideal base from which to serve the whole Far East area. In 1964, over $237 million worth of goods were reexported to other Far East countries, including Malaysia ($44 million), Indonesia ($36 million), and Japan ($35 million).

U.S. products which currently enjoy high reexport sales include air conditioners, movie film, plastic raw materials, household appliances, pharmaceuticals and medical preparations, chemicals and petroleum products.

Stiff competition

Most of the U.S. products sold in Hong Kong are subject to stiff competition from other suppliers. Our principal competitors are mainland China, which held 23% of Hong Kong's 1964 import market, Japan with 18% and the United Kingdom with 10%.

Market profile—Hong Kong

Area: 398 square miles.
Population: 3.6 million.
Currency: Hong Kong dollar (HK$5.74 = US$1).
Per capita income: About $400.
Economic growth: About 10% a year.
Electricity and gas production: Electricity, 2 billion kw.-h. in 1964; gas, 1 billion cu.ft.
Tourism: 500,000 tourists a year.
Foreign trade (1964): Imports, $1,500 million; from United States, $172 million (11.5%). Principal imports from United States—raw cotton, plastic molding compounds, chemicals, nonelectric machinery, foods. Exports, $775 million; to United States, $215 million (28%). Principal exports to United States—clothing, textiles, plastic flowers, toys, transistor radios.

To meet the competition, the proper combination of price, terms, delivery time, service, product quality, style, and reputation must be offered the Hong Kong buyer. In general, price is the most important factor for most sales. For consumer goods, price is particularly significant in the sale of necessities, such as food, simple clothing, and utensils, but becomes less so for luxury goods, such as better clothing, shoes, cigarettes, cosmetics, household appliances and stationery, for which brand name and extensive advertising are more influential.

Price is also crucial in determining the source of supply of raw materials. For industrial machinery, however, quality, service, and credit terms will often be the key to making a sale if the price differential is not prohibitive.

Best prospects

A list of specific consumer goods, industrial machinery, and raw materials which appear to have immediate and/or long-run sales potential, and for which business proposals for the Hong Kong Trade Mission would be particularly worthwhile, follows. The U.S. share of the market in 1962 is given in parentheses.

ON THE PRODUCTION LINE at International Electronics. Most of Hong Kong's own manufactures are made from imported raw materials or components. In most instances, the machinery also is imported.

Consumer goods

Food products: fresh and frozen meat (22); fresh and frozen poultry (88); canned meat (3); meat preparations (23); evaporated milk (2); dry milk (25); malted milk mixtures (2); miscellaneous dairy products (5); canned crustacea and moluscs (65); wheat and spelt (2); wheat and spelt flour (9); bakery products (13); oranges and tangerines (76); citrus fruits (67); apples (18); grapes (77); other fresh fruits (2); canned fruits (14); fruit juices (72); fresh vegetables (5); canned vegetables (37); confectionery sugar (28); miscellaneous sugar preparations (15); coffee (10); chocolate (2); shortening (8); soy and other sauces (22); miscellaneous food (50); wines (2); whisky (8); beer (3); soybean oil (75);

Pharmaceuticals: vitamins (67); antibiotics (65); perfume (13); cosmetics (32); dentifrices (41); miscellaneous toilet preparations (42); soaps and cleaning agents (42);

Textile manufactures: lace and ribbons (9); rubberized and plastic-coated articles (2); blankets, quilts and bedspreads (5); sheets and pillowcases (18); towels (4); paper napkins and toilet paper (20); stockings and socks (12); knit shirts (91); shirts, not knit (27); men's underwear (11); women's and children's underwear (41); nightwear (10); men's jackets and sweaters (15); women's and children's jackets and sweaters (7); dresses, frocks, gowns and skirts (7); suits, slacks, shorts, jeans and overalls (11);

Other consumer goods: Leather footwear (12); sporting goods (62); toys, dolls and games (15); musical instruments and parts (8); television sets (1); radio sets and parts (5); record players and tape recorders (17); exposed movie film (11); electric fans (4); refrigerators (28); air conditioners (97); glass tableware (14); miscellaneous household appliances (18); typewriters (13); diamonds, cut, polished and unset (9); lead pencils (4); fountain pens (59); ball point pens (55).

Raw materials

Chemicals: inorganic acids (24); sodium compounds (22); titanium oxides (6); dibutyl and dioctyl phthalate (16); plasticizers (3); miscellaneous organic compounds (5); paints (11); dyeing, tanning and coloring materials (9); polyethylene molding compounds (52); polystyrene and styrene copolymers (24); PVC and vinyl copolymers (1); miscellaneous plastic molding materials (10); explosives and ammunition (49); carbon products (8).

Paper products: newsprint paper, rolls and sheets (1); printing and writing paper (2); paperboard (27); impregnated paper (13); cigarette paper (68); paper containers (22).

Textiles: raw cotton (20); wool fabrics (1); continuous filament rayon fabrics (18); continuous filament polyester fabrics (16); spun polyester fabrics (32); continuous filament nylon fabrics (27); knitted fabrics (4).

Building and construction materials and equipment: asbestos cement products (3); wall, floor tiles (1); plate and wired glass (8); window and door frames (5); finished structural parts for building (21); locks and keys (0); venetian blinds (54); household fittings (14); hand tools and implements (7); nuts, bolts, screws, nails (1); wire melting (16); chains (3).

Base and fabricated metals: iron and steel scrap (3); brass and bronze scrap (0); iron and steel joints, girders and angles (0); iron and steel wire, rods (3); iron, steel bars, tubes, pipes (1); iron, steel sheets and plates (1); iron or steel sheets and plates (20); tinplate primes, waste, strips (29); galvanized sheets (2); copper plates, tubes, pipes, bars, rods, wire (2); brass sheets, strips, bars, rods, tubes (0); aluminum, unwrought (1); aluminum wire, plates, foil (5); zinc products (1); tin products (1).

Capital goods

Non-electric machinery: steam generating boilers and parts (3); steam engines and parts (10); aircraft engines and parts (90); marine engines, diesel and outboard (22); agricultural machinery (39); accounting machines (57); other office machinery (23); machine tools and metal-working machinery (9); pumps, liquid, air and gas (15); forklift and other industrial trucks (55); mechanical handling equipment (6); construction machinery and parts (41); printing and bookbinding machinery (15); textile machinery and parts (8); air conditioning and refrigeration equipment (80).

Electric machinery: transformers, converters, rectifiers (1); switchgear switchboards (1); batteries, tubes, and bulbs (7); commercial radio and radar equipment (9); telegraphy apparatus (1); cable and wire for electricity (1).

Transport equipment: railroad cars and parts (0); automobiles (3); delivery trucks (3); automotive parts (3); aircraft, complete (100); aircraft parts (83); ships and boats (17); marine hardware (17).

Others: tobacco leaf (62); lubricating oil (44); dressed furs (24); glass containers (16).

Firms interested in a thorough and detailed analysis of the Hong Kong market may wish to purchase, for $1, the Commerce Department's report entitled *Hong Kong—A Market for U.S. Products*, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the Department's Field Offices.

Kennedy Round decisions

Schedule established for negotiations on agricultural products, for LDCs

By FOREST E. ABBUHL
Bureau of International Commerce

Countries participating in the Kennedy Round have adopted a definite procedure and schedule for negotiations on all agricultural products as well as rules and a timetable for the participation of less developed countries. These actions clear away two important obstacles which have limited the Geneva negotiations thus far primarily to discussions of industrial products by major participants. Major participants include the European Economic Community (France, Germany, Italy, Belgium, Netherlands, Luxembourg), the United Kingdom, Denmark, Norway, Sweden, Finland, Austria, Switzerland, Canada, Japan, and the United States.

Agricultural products

The arrangements for negotiations on agricultural products—including all edible food products—differ from those being followed for industrial products. Major participants (except for Canada) submitted on Nov. 16 of last year lists of the industrial products which they are wholly or partly excepting from the linear tariff reduction. They did so on the agreed hypothesis for the Kennedy Round of a 50% reduction on all other industrial products, subject of course to obtaining reciprocity from other participants. (These lists were subjected to a detailed item-by-item examination by the major participants in January and February of this year.) Participants were unable, however, to reach agreement on a similar approach to agricultural negotiations. After protracted technical discussions, they have now decided that each participant should submit concrete and specific offers on individual products as has been the practice in previous tariff negotiations.

There is, nevertheless, one significant difference between this and previous negotiations on agriculture, and that is the emphasis being given to elements other than tariff rates, which have an important bearing on the value of agricultural offers. All of the elements of a country's agricultural system which are relevant to international trade are to be taken into account on its offers on agricultural products.

The timetable for submitting offers and negotiating on agricultural products is the following: Offers on grains are to be tabled by April 28 and negotiations are to begin May 17. Offers on all other agricultural products are to be tabled by September 16, and preliminary discussions of such other products are to begin May 3. These preliminary discussions have two stated purposes: (1) to seek to identify the elements of each country's support or protection programs which may be relevant to the negotiations on individual products, and (2) to explore each country's views regarding the type and content of offers required to create acceptable conditions of access to world markets for such products.

LDC participation

The procedure for the participation of less developed countries (LDCs) in the Kennedy Round is based on the principle agreed to in the GATT Ministerial Resolution of May 1963 that every effort would be made to reduce barriers to the exports of the less developed countries and that developed countries would not expect fully reciprocity from the less developed countries. This principle was further delineated at a Ministerial Meeting in May 1964 in which it was agreed that the contribution of less developed countries to the overall objective of trade liberalization should be considered in light of the development and trade needs of these countries.

As a first step, LDCs intending to participate are to indicate by April 15 that they will table on August 1 "a statement of offers which they would make as a contribution to the objectives of the trade negotiations." LDCs with a predominant interest in agricultural exports may elect to table their offers on August 1 or thirty days after the September 16 tabling of agricultural offers by major participants.

The second step is for countries which have already tabled exceptions lists to make available on May 1 information relating to those items on their lists which participating LDCs have indicated are of particular interest to them and which they would not wish to see excluded from the negotiations. Also on May 1, all participants may make suggestions as to the offers participating LDCs might make as a contribution to the negotiations. In this connection, LDC offers need not be confined to tariff reductions, but may take other forms.

LDCs not following these procedures may at any time become participants by tabling a statement of their proposed contributions.

The resolution of the agriculture issue represents important progress in that a definite date for beginning the real bargaining sessions has now been established. It also made it possible to adopt a timetable for the participation of other agricultural exporting countries, such as Australia, New Zealand, and South Africa, and has encouraged participation in the Kennedy Round of those LDCs whose primary interest is in agricultural exports.

What's GATT?

Copies of *GATT—General Agreement on Tariffs and Trade* are available for 25 cents apiece from all Commerce Field Offices and the Superintendent of Documents, Washington, D.C. 20402. The booklet contains a precise history of the GATT, and explains its aims and how it goes about achieving them.

AT NEW ORLEANS

Louisville takes big bow

Reigns as 'honor city' at Twentieth Mississippi Valley World Trade Conference

By JAMES ROURKE
Staff Writer

NEW ORLEANS—At the foot of Canal Street loomed the superstructure of a new 33-story International Trade Mart.

Up and down the Mississippi riverfront of the Port of New Orleans, flags of more than dozen nations flew above ships taking U.S. cargo.

Skyscraper and ship both were called up as symbols for the future as the 20th Mississippi Valley World Trade Conference met here last week with the theme, "Expanding Trade with World Markets."

One of the unusual actions of the conference was to turn a spotlight on a city 900 miles away to prove a point about international commerce.

Louisville, Kentucky, claiming congressional designation as the first inland port in the U.S., was "honor city" of the meeting. And its delegation—part of a crowd of more than 300 at the 3-day affair—took the platform for a panel on world trade, Kentucky style.

Three years ago, said Paul E. DeMuth of the Chemetron Corp., businessmen in the Louisville area formed the Kentuckiana World Commerce Council to boost exports.

For every family

Today, he said, 75 firms are represented in the group. World trade is "vital to every family in Kentuckiana" and has had "a marked effect on Kentuckiana's economic growth."

Supporting him, Miss Katherine Peden, Kentucky Commerce Commissioner, made these points:

► To promote a diversity of products that includes coal, cars, cigarettes, bathtubs, bourbon and baseball bats, the State has set up "sales offices" in New York and Chicago and will open another in Los Angeles June 1.

► Working with the U.S. Department of Commerce, a group of Kentucky businessmen will go on a trade mission to the Ruhr valley and Western Europe May 6-20.

Members of the Kentucky delegation drew on personal experience for tips to other conference delegates in attendance.

William M. Kinnaird, president of Glenmore International, said the bourbon industry scored "a resounding success" by showing at the U.S. Trade Center in Frankfurt two years ago and "repeated with similar results" at the Milan Trade Center last fall.

"Determined efforts" resulted in equalized shipping rates in distilled spirits from United States and in reduced quota barriers against U.S. spirits in Europe, he added.

Varied approaches

Chemitron's DeMuth said his firm operates three divisions at Louisville and sells abroad through subsidiaries, agents and licensees—whichever serves best.

"The ability to participate in foreign trade depends on the ability to meet a challenge," he said.

Walter M. Smith of the Girdler Corp. said his company met one challenge by bringing shallow-draft ocean-going vessels into the Port of Louisville to transport complete prefabricated ammonia plants to France. The plants weighed 600 tons each.

Smith said the vessels are "capable of lifting an entire plant without the necessity of export boxing and are equipped with cranes of sufficient capacity to off-load the entire cargo" at destination. But such an operation, he added, is "practical only for unusual and not for general cargo."

Interest stirred

As a result of publicity for these unusual shipments, Smith said, "many who had previously felt that the return was not worth the risk or effort now are willing to do whatever is necessary to obtain a portion of the export market."

James E. Satterfield of Brown and Williamson Tobacco Corp. foresaw "unique opportunities" for U.S. exports to the European Common Market, the Central American Common Market and nations of the Latin American Free Trade Association.

"It is not enough to be in competition among ourselves in the United States," he said. "Our competition is world-wide." Satterfield said Kentucky is the world's largest producer of Burley tobacco and that foreign markets take 25% of the U.S. tobacco crop annually—with the United Kingdom as the leading customer.

Louisville Mayor William O. Cowger, speaking at an "Honor City Luncheon," urged Mississippi Valley manufacturers especially to "look to developing new markets in South and Central America."

"Facing us is an era of business and community development in the lower Americas such as the world has never before witnessed," he said. "Our own industrial revolution will be puny by comparison."

Conference sponsors

Export Managers Club
Board of Commissioners—Port of New Orleans
Chamber of Commerce of the New Orleans Area
Forwarding Agents & Foreign Freight Brokers Ass'n of New Orleans
International House
International Trade Mart
New Orleans Board of Trade, Ltd.
New Orleans Clearing House Ass'n
Propeller Club of New Orleans
Traffic Club of New Orleans

Not the time to pause

Recipes for world trade produce hors d'oeuvres and main dish on conference menu

NEW YORK—There has been "exceptional accomplishment" in the national export expansion drive but sponsors and participants are not yet in position to "pause and pat ourselves on the back," a New York educator says.

Dr. John Fayerweather, director of the international business program in New York University's graduate school of business administration, submitted the conclusion to the International Executives Association, which had commissioned him to measure the results of the 1963 White House Conference on Export Expansion.

The study, based in large part on a poll of IEA members, began last November and was completed for presentation at IEA's annual conference here a fortnight ago. Dr. Jean Boddewyn, also of NYU, and two graduate students assisted in it.

Food for thought

The Fayerweather report was an entree on a conference menu which also provided a quantity of hors d'oeuvres in the form of panel chats by government and business leaders from a number of countries.

Dr. Fayerweather conceded that many efforts instituted at the White House conference could not be expected to show results for at least another year and that others were of a nature defying measurement. With that preface, he made these judgments:

The work of the Regional Export Expansion Councils is "an exceptional accomplishment" of manpower and energy devoted to bringing more U.S. companies into the export program.

If the big companies, already in export, could be persuaded to concentrate on boosting overseas sales, "we would leap toward our goals."

Bugle blast

Many senior executives are "driving along in established programs" aimed at domestic markets. A tax incentive for exporters could be "a bugle blast so strong that none can fail to sit up and take notice."

Private enterprise has shown "substantial ingenuity" in increasing the flow of U.S. exports. But the international services of banks outside port areas "leave much to be desired."

The Foreign Credit Insurance Association "has been a real help," despite criticism that services are limited and costs high.

All participants in the export expansion drive should be cautious of international competition in export-support programs, particularly in the fields of financing and credit insurance.

'Still adequate'

Dr. Fayerweather said the guidelines of the White House conference "are still adequate" in the export expansion program. However, he held that investments and exports "are not activities which can be separated" and that the program of Trade Centers, trade fairs and Trade Missions is not the most significant aspect of the export drive.

He said the Department of Commerce "has been looked upon as a service organization" and that U.S. business groups "have failed to pursue efforts" to support Department programs.

Some problems

The conference panelists gave attention to trade with developing nations.

One panel, discussing problems U.S. manufacturers face in organizing for a one-market world, produced these opinions:

Robert Fleming, director of the Africa division of Cheechi & Co., business consultants—"The whole drive since independence in Africa has been to seek new investment and new industrial tools. We in the U.S. have to exercise more imagination and energy to conform to the desires and ambitions of these new nations if we are to be welcome on their shores . . . The only thing that makes those markets exciting is not their present scale but their rate of growth."

Jose Bejarano, director of Latin American operations for Xerox Corp.—Because many countries have erected obstacles to the remittance of royalties, "the 100% licensee may be a thing of the past." Policies of the Latin American Free Trade Association will be restrictive of U.S. products. The world can't expect LAFTA, composed of nations "with many problems," to progress like the European Common Market.

Stefan Rundt, head of S. J. Rundt & Associates, market advisors—The businessman with entry to one European Common Market country has entry to them all. Ability to reach markets easily is the chief reason for establishing operations abroad. But "the wholly owned subsidiary is a thing destined to fail."

Ray S. Dodds, assistant commissioner of New South Wales—Manufacturers can post profits through licensing and joint-venture agreements "and still comply with President Johnson's program" of voluntary co-operation to cut the flow of dollars from the U.S.

E. E. Schnellbacher, assistant director of the Bureau of International Commerce—BIC "has quite an accumulation" of licensing and joint-venture inquiries from overseas "and we'd be glad to sit down and go over them" with businessmen.

Another panel, on the subject of "Developed vs. Developing Nations," brought these observations:

Dr. J. D. Cronin, Labor member of the British Parliament—"Very soon indeed, maybe within the next 12 months," Britain will drop its tax on imports.

C. P. Caranicas, economic minister of the Royal Greek Embassy—Developing nations "are asking the dismantling of trade barriers not in the interest of free trade but because they need to expand their products."

E. Y. Agosor, first secretary of the Ghana mission to the United Nations—"What we want is true free trade . . . The price of cocoa has been dropping for a decade while the price of machinery is going up . . . We want to negotiate fair prices."

Chief S. O. Adebo, Nigerian ambassador to the U.N.—"Some industrialists are not consistent." They resist an international commodity agreement on cocoa when they are the consumers, seek a commodity agreement on wheat when they are the producers. Africans are "very much aware of the problem" of the developing nation which wants to build an industrial plant it can't afford. Nigeria "would like as many people as possible to engage in direct investment."

Richard H. McMahon, chief of the Latin American Industrial Development Bureau of the Agency for International Development—There will be "free competition among industries in the Central American Common Market" and "many industries have gone in in the last few years." But "the crying need is for more worthwhile projects in which to invest."

IN FAR EAST

Seek easy-to-run gadgets

Potential mass markets seen for simplified models of U.S.-made machines, appliances

By HARRY W. CARROLL

Harry W. Carroll Co.
Fort Worth, Texas

My recent trip to Tokyo, Hong Kong and Manila was a revelation.

Representing three laundry-machine manufacturers, Polar Chips, a local manufacturer of ice-making machines and a manufacturer of steam-cleaning machines, I sold a few ice machines and a few laundry machines. I had exceptionally good luck with the steam cleaners because they were simple and low-priced.

It was quite surprising to notice the almost complete absence of American-made consumer goods, such as washing machines, refrigerators, coffee percolators, etc. in these large cities.

Some of us have labored under the impression that we cannot compete with the Japanese on items purchased by the masses due to the low average wage paid the Japanese production worker.

After visiting three large Japanese factories and comparing their output in relation to the number of production workers, I have changed my mind on the subject. Their methods are quite crude. We, with American know-how, can produce more per dollar than any country I visited.

CARROLL

One factory produces duplicating machines. Their output is only 500 units per month. My former employer produces more than 4,000 units of a similar machine with fewer employees in Chicago.

Another factory produces laundry and dry-cleaning machines. More than half of the facility is in the open air, and it has no systematic assembly line. But this company receives the lion's share of the laundry and dry-cleaning-machine business in Asia.

The reason is quite simple. They produce equipment the unskilled worker can operate and easy to repair.

Too complicated

Our laundry machines are equipped with automatic supply dispensers, in fact do the entire job by simply pushing a button. By the same token they are equipped with solenoids, relays, magnetic switches, etc. These people just don't think they are ready to pay for them, nor

the author

Mount Fuji provides an appropriate backdrop for Mr. Carroll in the photograph which accompanies his article. He has been in the office-machines business for 25 years and has made business trips to Europe as well as the Far East. Laying the groundwork for his most recent journey, he availed himself of U.S. Department of Commerce services through the Dallas Field Office and was surprised and gratified to find a potential buyer awaiting him in Tokyo with a sign reading: "Welcome, Harry W. Carroll, United States."

is the average service man trained to repair such devices.

I offered our equipment to the Japanese laundries and they would not consider it, even though they said we are 40 years ahead of them as far as this type of equipment is concerned. I found this to be true in many instances. It might be wise for us to back up a few years and secure our share of this lucrative market.

I stopped at the Hong Kong Hilton, which is about as American as the hot dog and coke. Even though this hotel receives a large percentage of revenue from the American tourist, it bought over $100,000 in laundry equipment from Sweden less than two years ago. I inquired about this and the reason was the same—too complicated.

In Manila I secured the services of a guide and went into retail stores to ask why they did not have American machines and appliances on display. Some of my questions, and the answers, were:

Question: Do you buy from the Japanese because they extend long-term credit on your inventory? *Answer:* That is of no real importance. We have to pay anyway and had rather do business with local banks. (Many Filipino businessmen who had accepted so-called liberal terms offered them by the Japanese and other foreign countries were sorry later, as the terms in many cases were quite unreasonable.)

Question: Why do you have only one or two American appliances in your store and 50 to 100 Japanese makes? *Answer:* The Japanese will make equipment we can afford, they survey the market, determine what the traffic will bear and produce equipment within that price range. The American businessman offers equipment the average worker cannot afford.

Question: What is the average salary of the Filipino worker? *Answer:* The average office worker earns about $60 a month, the engineer and other professional men earn about $150 a month. (It is easy to see why they could not afford an American washing machine costing approximately $300. The Japanese make one available for about $125.)

Question: Could a good-quality American-made washing machine retailing for about $150 be sold? *Answer:* We would prefer American-made products. (One wholesaler stated he could sell at least 10,000 of that type of unit in one year—that's a million and half dollars. If the manufacturer would delete the wash-and-wear cycle, lighted panels, water-temperature selector, gentle cycle, water-level selector and filters, it could be easily produced within this price range at a substantial profit.)

Two consumer-worlds

The same holds true with the refrigerators. Americans buy them with 12 to 17 cu. ft. capacity, automatic defrosting, two-door, with separate freezing compartments and some with automatic ice makers, at a cost of between $250 and $650. The Filipino wants to know why he can't buy a simple American-made refrigerator of about 8 cu. ft. capacity without the automatic features, retailing for about $150.

All the Japanese appliances are not cheaper than ours. For instance, at a local drug store, there was an American-made percolator on sale for $5.99. The percolators I noticed in Manila sold for about $8 and were made in Japan.

On my return to the States, I telephoned a number of U.S. manufacturers of appliances to see if they would make a washing machine that would simply wash clothes and a refrigerator without all the automatic features. Some agreed to do this provided I would place an order for at least 1,000 units each. The reason was that they required special voltage and could not be sold on the American market.

Stalemate

This brings us to something of a stalemate. Our foreign friends will buy lower-priced simple machines, the American factory agrees it could profitably make such equipment, if a firm order was placed for the production run. The average independent exporter is not in a position to purchase this equipment himself even though he knows he has a market.

My trip convinced me that we in the United States can invade these markets with our consumer goods. It is going to be necessary for manufacturers to take an interest in what the exporter is doing and work with him to create these markets. That is how the U.S. domestic economy developed, and that is how the markets abroad will have to be cultivated.

One small item

"Let's take a simple coffee percolator. I saw these items on sale at several department stores in Manila for $8 to 12. Most of these were made in Japan. The Japanese will make them to operate on 220 volts; ours, of course, are 110 volts.

"The population of the Philippine Islands is about 20 million. It is safe to assume that one person in 28 would be a prospective buyer for an American-made coffee percolator within a year's time.

"We purchased an American-made percolator from a discount store a few days ago for $4.99. This is a much better percolator than the one offered in Manila for $8. We have a potential market for one million coffee percolators that would bring at least $5 each. This, of course, is $5 million. This is only one small item."—*From a recent letter of Harry W. Carroll.*

Leading 1965 controversies on Oregon meeting agenda

Log exports, beef exports, trade with Communist China, and P.L. 480 grain exports are among the leading "Techniques and Controversies—1965," slated for discussion at the 6th Columbia Basin World Trade Conference, May 17-18 in Portland, Oregon.

Workshops will feature "in depth" analyses of "selling—direct and indirect," "export and import regulations," "quoting and shipping the export order," "marine insurance," "carrying the goods," "export payment terms and instruments" and "the export credit risk."

All sessions will be held in the Multnomah Hotel.

Three general luncheon and banquet gatherings will be held as part of the conference, featuring addresses by nationally prominent authorities representing business, labor and government.

The Columbia Basin World Trade Conference was established in 1959 to advance and emphasize the Columbia Basin as a major world trading community.

Write: Columbia Basin World Trade Center, 333 S.W. Oak St., Portland, Oregon.

German sales potential

U.S. Embassy in Bonn files a long list of products with promising sales possibilities

Be it tools or towels, pears or chairs, blue jeans or bottle machines, the Federal Republic of Germany probably will be a prime place to sell it this year.

Market surveys, trade contact surveys and day-to-day dealings between U.S. commercial officers and German businessmen produce a long list of commodities with good sales potential in Germany, the U.S. Embassy in Bonn reported last week.

With more money to spend and more leisure time for spending it, the Germans make up a large and thriving market for consumer goods. Because of their national labor shortage, they also constitute an excellent market for labor-saving devices.

The listings compiled in Bonn and published here are not identified with specific trade opportunities. Specific trade leads are published weekly in the World Trade Opportunities section of INTERNATIONAL COMMERCE. Market facts and figures also may be obtained from the Bureau of International Commerce through any Department of Commerce Field Office.

Few obstacles

There are no exchange restrictions to trade with Germany and no barriers to payment for U.S.-made goods. Other than customs tariffs, there are no obstacles to imports from the U.S. except in the agricultural sector, where European Economic Community marketing regulations apply.

The Embassy list of products with good sales prospects in Germany started with "A" for "agricultural products" and made these points:

With the spread of modern food-processing and merchandising practices in Germany, facilities for handling frozen foods are growing. Full employment and better income have created more demand for processed foods.

U.S. exporters of agricultural products will face keen competition as the EEC develops into a single market.

From "agricultural products" to "miscellaneous manufacturing industries," the complete list is as follows:

Food and kindred products

Beef, bulk and bulk frozen beef and pork offal, frozen pork liver and kidneys, beef liver, fatback, sausage casings.

Specialty foods of all kinds (nuts ,snacks, crackers, spices, condiments), honey, oil cakes and meals.

Canned fruits and juices, including peach halves, pineapple, fruit cocktail, fruit salad, apricot halves, pears; sweetened and unsweetened orange, grapefruit, tomato and pineapple juices; canned vegetables, including asparagus with tips, peas, wax beans, green beans, all under quota.

Canned poultry; canned seafood, including salmon, lobster, crab, shrimp; canned soups.

Frozen foods, including citrus concentrates, poultry, seafood (especially shrimp), fruits and vegetables.

Mixed salad dressings and sauces, peanut butter, peanuts, pecans in shell.

Eggs, including hatching eggs and egg products for human and industrial consumption, dried or powdered eggs, and crystallized albumen.

Fresh fruit—apples and pears (other American fruit generally competes in the German market only during the so-called off-seasons—May-November for oranges, September-December for grapefruit, and May-October for lemons).

Glazed and candied fruits; sultana raisins and dried apple rings (have already been imported in large quantities. Difficulties which existed on the basis of the German Food Law because of sulphurization generally have been overcome.)

Whiskey—bourbon and rye, straight and blended; table wines, particularly red wines.

Textile mill products

Nylon, dacron, orlon and combinations with wool and cotton material for clothing; other wash and wear fabrics and mohair.

Men's socks of synthetic fiber, particularly stretch socks, and dacron socks of heavier weight for winter wear.

Towels, turkish and terrywoven; drapery fabrics of spun rayon and filament rayon; quilts of man-made fibers and silk.

Carpet rolls, wool and nylon, for wall-to-wall carpeting; carpets, runners and bedside rugs of wool and man-made fibers; textile waste; cotton and synthetic laces, edgings and stuffing; textiles, including laminates.

Apparel

Pre-teenage and teenage wearing apparel, particularly sport clothing and blue jeans; men's sport clothing and casual wear (light weight); children's clothing.

Women's nightgowns, particularly of synthetics or lightweight material; men's high quality cotton shirts; shower and window curtains.

Women's and men's scarves; bathing suits, knit and woven; industrial gloves; foundation garments.

Baby clothing; women's rainwear, dresses (medium priced), blouses, skirts, jeans, stretch pants, lingerie; children's play clothes, jeans.

Camping tents, sleeping bags.

Lumber and wood products, except furniture

Ash and walnut veneer logs, hickory logs and dimension stock, douglas fir, hemlock, spruce, southern and yellow pine, saps and redwood lumber.

Small dimension hickory, plywood and veneers; hickory ski billets; special varieties of wood and lumber; plywood paneling, wood and printed grain.

Furniture and fixtures

Occasional furniture, reclining chairs, accessories for the furniture industry, supermarket and food processing equipment, aluminum garden furniture, bar accessories, outdoor living items, barbecue items, small garden tools.

Paper and allied products

Kraft liner for the production of corrugated cardboard and food board for food packaging and milk containers.

Drawing paper, coffee filter paper, cardboard paper, pressure-sensitive wallpaper.

Printing, publishing and allied industries

Scientific books and magazines.

Chemicals and allied products

Cosmetics and other beauty aids; essential oils for industrial and food products.

Naval stores (turpentine and resin); polymers (raw material); PVC (polyvinyl chloride) and other plastic compounds; DDT (dichlor-diphynyl-trichlorethane basic material).

Softeners (plasticizers) for plastic film or sheet and plastic foil; teflon (fluorocarbon resin, fiber).

Plastic paints, exterior and interior; paint and varnish removers; pharmaceutical raw materials; pharmaceutical preparations for veterinary uses.

Aniline colors and dyestuff for textile printing and dying plants; chlorinated hydrocarbons, such as tetrachlorodifluoroethane, tetrasodium pyprophosphate and tetrafluoromethane; cellulose and derivatives.

Chemicals and chemical specialties for use in metal processing, mining, steel, textile, glass and ceramics, cosmetics industries.

Fine organic compounds; shoe dyes; additives for the surface treatment of metals; fuel additives; herbicides and hormonal growth stimulants for field crops.

Special automobile products, such as spray

fluids; toiletries; paint (fast drying home-use type) especially new dripless.

Petroleum refining and related industries

Liquid roof coating and industrial floor covering material; paraffin wax, tar products.

Rubber and miscellaneous plastics products

Automobile and truck tires; rubber and plastic hoses for industrial use; plastic and rubber products; plastic doorhandles, drawer pulls, drawer slides, curtain hardware.

Leather and leather products

Upper leather for shoes (cowhide); sheep, lamb and goat leather for jackets, coats; leather sweat bands for hats and caps.

Seamless chamois leather for window and car cleaning; ladies' handbags; high quality women's and men's shoes; apparel leather, particularly lamb-suede, sheepskin and artificial leather.

Stone, clay and glass products

Building materials, including prefabricated home parts, modern flooring materials, protective agents and coatings; building material specialties, such as foam glass and similar insulating material.

Tiles; do-it-yourself bathroom, kitchen, playroom building and repair kits; household glass and porcelain ware.

Fabricated metal products, machinery and transportation equipment

Builders' hand tools; special tools and accessories for use with fasteners and fastening devices in the hardware and building trade; hand tools, linemen's, logging, mason's, miner's, plumber's.

Builder's and furniture hardware, such as doorknobs, fittings and handles, hinges and other invisible furniture hardware.

Do-it-yourself equipment and accessories; kitchen gadgets; special drape hanging hardware, such as traverse rods.

Bathroom plumbing fixtures and accessories; banding equipment, clamps and closures; do-it-yourself bathroom, kitchen, playroom building and repair kits; curtain hardware, plastic doorhandles, drawer pulls, drawer slides.

Small garden tools, outdoor living items, barbecue items; prefabricated metal structures; marine accessories.

Machinery, except electrical

Outboard motors; lawn edgers and mowers, both electrical and gasoline driven; hedge trimmers, both hand operated and power driven.

Shovel loaders; fork lift trucks; material handling equipment; construction machinery, including excavators, tractors, road-building machinery, new and used cranes.

Industrial and commercial food processing machines and equipment; confectionery machines; food filling and packaging machines; potato chip machines; canning equipment; bottle cleaning and filling machines.

Printing machinery; special machinery and equipment for the production of hardboard; paper converting machines; cigar wrapping and packaging machines.

Textile machinery, particularly new types; labeling machines and label printing machines for the clothing industry; industrial sewing machines; packaging machines; welding machinery.

Measuring equipment, mixing apparatus and level gauges for use in grain mills, warehouses, concentrated fodder mills, malting plants, breweries and cellulose plants.

Paint-spraying outfits, industrial pumps, fans and blowers, incinerators for use in textile industries for burning cotton and cloth remnants and similar textile waste.

Duplicating machines; accessories for punched card and data processing machines; electronic computing machines; electrostatic photocopying machines; accounting machines and typewriters.

Scales, balances and weighing machines, automatic merchandising machines, coin-operated, both refrigerated and non-refrigerated; commercial laundry and dry-cleaning machines, coin operated; carpet and rug cleaning machines for use in dry-cleaning establishments; ice cream freezers, commercial.

Workers' protective equipment; automatic car washing equipment; machine tools; heating, air conditioning and refrigeration equipment.

Industrial supplies (fittings, packings); swimming pool vacuum equipment and swimming pool skimmers; industrial cleaning and maintenance equipment; automotive maintenance, servicing and repair equipment; pneumatic drills; road, street, airfield, highway and runway marking machinery.

Electrical equipment, machinery

Electronic equipment, instruments and components.

Electrical household appliances, such as can openers, toasters, ironers, dish and plate warmers, egg cookers, grills, mixers, French fryers.

Automatic dish washers, refrigerators and freezers; automatic ice cube-making machines for commercial and domestic use; garbage incinerators.

Household lighting fixtures and lamps; plastic louvers for fluorescent lighting fixtures; high fidelity and stereo equipment; television antennas; radio and communication equipment.

Transportation equipment

Sporting motor boats and small yachts; motor vehicle parts and accessories; aircraft and aircraft parts.

Professional scientific

Dental equipment and supplies; hospital equipment and supplies, including diagnostic and measuring instruments; precision measuring instruments.

Scientific, industrial and technical instruments and equipment; industrial control devices; high quality laboratory apparatus.

Miscellaneous

Structural toysets; mechanical and educational toys and outfits for chemistry, physics and electricity for students.

Water sports equipment, particularly skin-diving equipment; sporting goods.

Morticians' goods; coin-operated amusement machines; costume jewelry.

Profits, passports to be spotlighted at Cleveland meet

Twentieth World Trade Conference to offer international guidelines

Cleveland is preparing for its 20th World Trade Conference, to be held on Thursday, April 22, in the Hotel Sheraton-Cleveland.

Morning sessions will be devoted to international operations and public relations, international marketing surveys, and importing successfully into the U.S.A.

The luncheon address will deal with the importance of selecting trained people for overseas duty.

Afternoon sessions will focus on U.S. Government and business, government restraints in foreign licensing, the small company in international operations, and the large company abroad.

"Passports and Profits" will be the subject of a banquet address by Richard G. Lurie, international marketing consultant, New York.

Other speakers will include Mayor Ralph S. Locher of Cleveland, William Fisher of Ruder & Finn International, Dr. Harry B. Osborn, Jr., of the Ohio Crankshaft Co., Michael L. Sanyour of Volkswagen of America, Inc., Herbert E. Markley of the Timken Roller Bearing Co., National Export Expansion Coordinator Daniel L. Goldy, James T. Lynn of Jones, Day, Cockley & Reavis, William J. Smithers of the V. L. Smithers Manufacturing Co., and Harry T. Marks of the Ferro Corp.

Conference sponsors are the Cleveland World Trade Association and the Cleveland Chamber of Commerce.

Golden anniversary

For the Chamber, it will be a golden anniversary—marking the 50th year of its active participation in overseas trade promotion. The Board of Directors in 1915 appointed the first Foreign Trade Committee to represent international commercial interests of Cleveland manufacturers.

Later, the Chamber established a Foreign Trade Department and set up the first Cooperative Office working with the U.S. Department of Commerce.

The forerunner of the Cleveland World Trade Association was launched in 1924 as the Foreign Trade Managers Group, organized on the initiative of the Chamber's Foreign Trade Committee.

DEVELOPING COUNTRIES

Investment path laid out

Unit in BIC's Office of International Investment provides comprehensive services

By STANLEY LICHTENSTEIN
Staff Writer

When it comes to investing in developing countries, there's nothing like getting in on the ground floor.

Room 1520, main Commerce Department building, Washington, D.C., is one of the best places to begin.

More than 1,000 firms have made effective use of services given by the four-year-old Office of International Investment (OII), housed here. When the businessman crosses the threshold of this office, operating under the Bureau of International Commerce, many doors are opened to him.

A combination of factors favors investment over other forms of international economic activity in developing countries. It is encouraged by the U.S. Government and special incentives are offered by the other governments concerned.

American firms investing soundly in developing countries are likely to make highly satisfactory after-tax profits. At the same time, they are furthering U.S. national interest by strengthening free enterprise abroad.

Good listeners

The Commerce Department's investment officers are good listeners. Their approach is, literally, "What can we do for you?" The visiting businessman tells them what kind of investment, or what geographical area, he has in mind. They tell him what they know about overseas conditions affecting the chosen target. Talking things over, the investment officers and the prospective investor give each other ideas.

Then come the introductions—to possible foreign partners, or to officials who can help the investor uncover his own opportunities.

There is no set formula, but often businessmen find that by discussing a proposal with the investment officers, another opportunity comes to light which is better suited to the particular situation. "One thing leads to another—it's amazing how it works," investment officers say.

Proposal, counter-proposal

In this process of proposal and counter-proposal, an American thinking of going into the parquet flooring business in country X may find himself turning, instead, to a somewhat different but related line in country Y—based partly on information relayed to him from disinterested sources familiar with X's flooring industry and the competitive situation. Another U.S. investor, considering a move to establish a milk industry in country M, may learn to his consternation that wine, not milk, is all the rage there, and then turn his attention to country Q—all the more readily because he happens to have gone to college with a fellow from Q.

What counts, in the end, is not the directness or circuitousness of the route, but the results flowing from a rewarding investment.

With small and medium-sized enterprises particularly sought in emerging areas, governments here and abroad are prepared to help out with market and other information, guaranties, loans, tax concessions and market protection. Use of OII services offers to U.S. business executives a means of getting to "know the score" quickly. "I don't suppose there are many small businessmen," wrote one, "who are not somewhat awed by the maze of . . . potential red tape. . . . You saved us a great deal of time. . . ."

In helping businessmen make overseas investments and enter into joint ventures and licensing agreements, BIC's investment officers work closely with the Agency for International Development (AID) and other U.S. Government agencies, with commercial officers abroad and members of Commerce Department overseas trade and investment missions.

Gamut of aids

The wide variety of aids and sources of information employed is suggested by a checklist for overseas investors which includes such items as:

- **General information on investing in the developing countries**—Investment Resources Division, OII.
- **Country data**—Office of International Regional Economics, BIC; foreign embassy or consulate; banks and chambers of commerce; private investment and marketing research firms; market surveys; legal and accounting counsel; other U.S. investors with experience in the area; books and articles.
- **Commodity data**—Business and Defense Services Administration (BDSA); International Trade Analysis Division, Office of International Regional Economics (OIRE); U.S. Departments of

Agriculture and Interior; trade and industry associations.

- **Financing data**—Export-Import Bank; Foreign Credit Insurance Association (FCIA); International Finance Corp. (IFC); Inter-American Development Bank (IDB); P.L. 480 dollar credit sales, U.S. Department of Agriculture; Edge Act banks; development banks; financial consultants; investment banking firms; private financial sources; Cooley loans, dollar loans—regional offices (Africa-Europe, Far East, Latin America, Near East-South Asia), Office of Capital Development and Finance, AID; other U.S. firms.
- **Investment surveys**—Private Enterprise Division, AID; international investment consultants; engineering consultants.
- **Investment guaranties**—Investment Guaranties Division, AID.

Making it simple

Large problems have a way of shrinking when expert hands are enlisted by the investment-minded businessman. The virtues of know-how and simplicity were perhaps never more evident—from the American point of view—than in a case in which BIC, BDSA and the State Department worked together on a drug-industry proposal originating in Africa. BDSA industry experts suggested a simpler project than the costly and highly technical initial plan, with the result that a U.S. firm obtained a contract which had at first been considered sewed up for the British.

The incubation period for a diversity of projects varies considerably, but experience demonstrates that persistence pays. A case in point is a joint venture in paint manufacturing—stemming from an investment opportunity brought back by a Commerce Department overseas trade and industrial development mission—which took more than a year to bring to fruition. With the assistance of the U.S. commercial attaché in the country involved, an agreement broader than the original proposal published in INTERNATIONAL COMMERCE was negotiated. The American company, pleased to conclude an agreement covering full cooperation including technical know-how and sales management, expressed its appreciation to OII; other firms interested in joint venture or licensing arrangements were urged to follow the same path, namely:

► Investigate opportunities as soon as they are announced in INTERNATIONAL COMMERCE.

► With the assistance of the Office of International Investment, obtain detailed information concerning the proposal and pursue negotiations with patience.

General considerations

Investment officers point to a number of general considerations which should be borne in mind when considering investments in developing countries:

► Deeper market penetration is possible more often through direct investment than by other means.

► Some overseas ventures can effectively use surplus plants or production lines, bringing a greater return from them, and for a longer time, than other methods of disposal.

► OII is available as a central point of reference. Information and advice can also be obtained from any of the Commerce Department's 42 Field Offices, which maintain a catalog of investment opportunities listing some 1,500 feasibility studies of developing areas.

► In contrast to industrialized areas, basic statistical reference information is not generally available for developing countries. Market projections are a matter of individual estimates.

► After selecting the area or areas offering the most favorable opportunities, each country should be subjected to searching scrutiny regarding government regulations and incentives, raw materials and components, labor supply, transportation, imports and exports, and as much market data as possible.

► Governments in developing countries generally allow maximum benefits to projects tending to increase domestic employment, use indigenous raw materials, create hard currency or other export earnings, replace imports and contribute to technological self-sufficiency.

► Promising countries should be investigated at first hand and on the spot. Discouraging local production and import figures may only indicate that no efficient effort has been made to probe public acceptance. Existing market data should be considered only as a point of departure for further investigation.

► Overseas investment policies of U.S. firms range from wholly-owned subsidiaries capitalized by the parent firm to minority equity interest in return for technical assistance and other considerations, but in many cases there are marked advantages in joint-venture participation. This secures the local knowledge, management and sales effort of a qualified local partner.

► The Department of Commerce can assist by suggesting qualified local partners through opportunities reported to the Office of International Investment and through trade lists, trade contact surveys and world trade directory reports of the Commercial Intelligence Division.

► Additional local or U.S. partners may be desired in order to assure a supply of materials or components, manufacture by-products, utilize the output or provide additional capital or techniques. Legal counsel familiar with the country will be needed, and host-country authorizations and clearances must be obtained.

Open, Sesame!

"Past experience has shown that very few firms with a sincere desire to operate abroad in a less developed country have not been able to obtain interesting leads from Government sources," investment officers observe. "The only problem is that many of the firms which could make the best use of this service are not aware of how easy it is to do so."

This tailor-made approach for the investor is as close as the nearest Department of Commerce Field Office and can be utilized to greatest advantage through a personal visit to the Office of International Investment itself. **Write:** Office of International Investment, BIC-8630, U.S. Department of Commerce, Washington, D.C., 20230. Telephone: (202) WOrth 7-4065.

SWEDISH MINISTER of Commerce Gunnar Lange (left) points out one of the numerous U.S. packaging machines on display at the Stockholm Center to U.S. Under Secretary of Commerce Franklin D. Roosevelt, Jr. (center) and Trade Center Director Wallace Pederson. The 10-day show opened March 16.

Lange, Roosevelt open Stockholm Center

Swedish Minister of Trade Gunnar Lange joined with U.S. Under Secretary of Commerce Franklin D. Roosevelt, Jr., in opening America's newest Trade Center March 16 in Stockholm.

Accepting a pair of gold-inlaid scissors from Roosevelt, Lange cut a broad red, white and blue ribbon stretched inside the entrance to the Center's exhibit hall.

Escorted by U.S. Ambassador J. Graham Parsons, Roosevelt, Lange and other invited guests then toured the first trade show—featuring packaging machinery—held at the Center.

Earlier in the morning, Lange had hailed the establishment of the Trade Center as a milestone in Swedish-American relations.

"The opening of this Trade Center is an important event in the history of trade between our two nations," Lange said in a speech at Stockholm's Palladium Theater. Noting that fully 10% of Sweden's imports come from the United States, Lange added, "We all—particularly the Scandinavian business community—warmly welcome the services offered by this new U.S. Trade Center."

More than 400 guests from Stockholm's diplomatic corps and business community and from Denmark, Norway and Finland, were present at the Palladium to hear Roosevelt express admiration for Sweden's active foreign trade program.

"We envy your trade picture," he told his audience. Roosevelt cited the fact that Sweden exports 22% of its gross national product, compared to about 4% of America's GNP that is channeled for export.

"We also envy your favorable balance of trade," Roosevelt said, observing that the United States has had what he termed "a workable deficit" in its international accounts recently.

Twenty-one U.S. manufacturers participated in the 10-day show, which ended March 26.

More than 30 different packaging machines were demonstrated in 5,000 square feet of exhibit space. Some, such as equipment for weighing, pricing and labeling food packed for supermarket sale, is already being sold in Sweden by its U.S. manufacturer.

But nine of the 21 companies exhibiting at the show are making their first appearance in the Scandinavian market and hoped to sign up Scandinavian agents before the packaging show closed.

U.S. dehumidifiers and air-conditioners liked by Japanese

Trade Center show set in Tokyo; demand for packaged units grows

U.S. manufacturers of air conditioners and dehumidifiers will have an opportunity to show and sell all their products in an exhibit at the Trade Center in Tokyo.

A market survey prepared for the Commerce Department's Bureau of International Commerce (BIC) indicates a favorable outlook for packaged units and window-type air conditioners. Housing construction is booming, particularly low rental apartment-type dwellings, best suited for room coolers. Less than 2% of the people now own air-conditioning units.

While Japan produces substantial numbers of air conditioners, imports are almost exclusively from the United States. Currently, the U.S. share of the Japanese consumer market is just over 10% valued at $5 million.

At present, U.S. brands are selling well. They enjoy prestige appeal and are considered durable and dependable.

Estimates for 1970 place total sales of window units in Japan as high as 400,000, with an additional 160,000 packaged units. Aggressive U.S. manufacturers, willing to exert some sales effort, can capture a profitable share of this lucrative market.

The market for dehumidifiers is smaller. Although it, too, is expected to increase, the rate of expansion will probably be somewhat slower.

Call or write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, area code 202, WOrth 7-3973, or contact any of the Department's Field Offices.

Additional information about trade fairs and trade center shows is available from the Bureau of International Trade Promotion, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

EXPORT EXPANSION DATES

Still time to participate

U.S. turns export attention to developing countries but doesn't neglect old markets

The United States, which has just begun a program to expand exports in the developing countries, is not neglecting the richer lands by any means. Those countries, too, are getting export attention.

Buyers in Latin America, Europe, Africa, the Far East—the world over, in short—are constantly being wooed through U.S. exhibits at the six trade centers and at large international trade fairs. And trade missions are active throughout the year in their effort to find out who will buy what and for how much.

Dates for many of these events are listed below and on the opposite page. Where fairs and trade center exhibits are listed there is still time for a U.S. manufacturer to enter.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Trade missions are composed of outstanding U.S. businessmen who visit merchants and association officials overseas, establishing person-to-person contacts and discussing the business proposals. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

Exhibits in commercial fairs by the United States are selected after a study of the market has shown a need for the product.

The national exhibitions, which present a picture of life in the United States, are usually held in the developing countries and in Soviet-bloc lands.

Trade centers are located in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm. Products shown there are limited to specific lines. The shows are open by invitation to buyers, agents, wholesalers and agents.

Trade Missions

July 31-Aug. 28—to Peru. Another Latin American country gets the attention as the mission concentrates on raising exports of capital machinery through direct sales and joint ventures involving U.S. industrial equipment and technology investment. U.S. firms are invited to send in business proposals before June 15.

Sept. 18-Oct. 16—to Poland and Rumania. Both countries are seeking to expand trade with the West. Neither is very familiar with U.S. products but interest is rising as relations are improving. Machine tools, agricultural equipment and chemicals and plastics are among the categories to be emphasized by the mission.

Oct. 23-Nov. 21—to Malaysia and Hong Kong. For the second time, a U.S. team will journey to this area to increase the share of the expanding Far East market. Consumer and capital goods will be emphasized. Submit business proposals before June 3.

Oct. 31-Nov. 27—to Ethiopia and the Sudan. Ethiopia has entered the third year of an ambitious plan which stresses development of light industries. The Sudan, under a 10-year plan, is trying to diversify agricultural production and expand industry. Submit business proposals before Aug. 31.

Trade Centers

May 11-21—London—audio-visual and training aids. This show will give U.S. firms an opportunity to meet Britain's growing demand for a wide range of tape recorders, language laboratory systems, programmed teaching equipment and projection equipment.

May 18-21—Stockholm—apparel fabrics. Spring and summer apparel fabrics to be on the market in 1966 will be displayed by U.S. exhibitors. The Swedes spend more than $143 per capita on clothing—the highest rate in Europe—and are glancing more and more at U.S. fabrics.

May 19-29—Tokyo—industrial pumps and compressors. Pumps and compressors new to the industry will be featured. Japan is a leading world market for this field—annual purchases are about $150 million, and the market is increasing steadily.

May 22-29—Milan—industrial fasteners. This show, the 13th at this Center, will bring the latest American mechanical fasteners, adhesive bonding items and related tools to a market worth more than $4 million—the estimated figure for 1965.

June 9-16—Frankfurt—plant and machinery maintenance equipment. This equipment has strong sales potential in West Germany—especially if it cleans and maintains industrial machinery, factory and office buildings, workshops, garages and warehouses.

June 15-25—London—industrial designers' services. Samples from U.S. designers will be shown at this display and will include several categories of industrial design, among them transportation, home furnishings, packaging and office and business equipment. A seminar on industrial design is also scheduled.

June 16-25—Stockholm—medical and surgical instruments. The show will coincide with the 14th International Hospital Congress in Stockholm. Sales of U.S. advanced electro-medical, electro-therapeutic, auto-analyzers and electronic control instruments are rising.

June 20-27—Milan—industrial process control equipment. Italian industry is speeding up plant modernization and cost reduction to meet foreign competition. To survive in the EEC, it also must invest in advanced controls. In 1963 the Italian market for this category was $50 million, and it is growing fast.

June 29-July 8—Tokyo—metal-finishing equipment. Potential customers in this $40-million-a-year market will be interested in the latest technical developments, particularly in automotive processing equipment, waste treatments procedures, corrosion testing equipment and accessory testing equipment.

July 21-30—Tokyo—air-conditioners and dehumidifiers. Housing construction in Japan is booming, especially low-rental apartment-type dwellings, which are best suited for room coolers. U.S. brands are selling well, and they are considered durable and dependable.

Aug. 17-26—Stockholm—educational laboratories and systems. The Scandinavian market is considered promising for increased sales of U.S. teaching aids, especially advanced designs of industrial training appliances, auto-instructional devices and audio-visual aids. The show will coincide with the meeting of the International Association of Modern Language Teachers in Uppsala.

Aug. 25-Sept. 2—Frankfurt—air-conditioning and heating. Because of the gas strike in the North Sea, West Germany will soon be supplied with natural gas. This show will give U.S. manufacturers a good chance to sell their gas heating, ventilating and air-conditioning equipment in West Germany.

Sept. 7-17—London—advanced industrial fasteners. Britain should be a $12-million market for advanced fasteners by 1967, with the potential U.S. share estimated at $5.2 million or more. A large audience of buyers is expected at the show.

Sept. 11-17—Milan—packaging machinery. The Italian Packaging and Packing trade association has asked American manufacturers to come to Italy and sell their packaging machinery. The show will coincide with the 4th International Exhibition of Packing, Packaging, Mechanical Handling and Food Processing Industrial Machinery.

Sept. 21-Oct. 1—Stockholm—photographic products. A chance for American manufacturers to test their new and advanced equipment and film in a highly competitive but profitable market. U.S. products for use by professional and amateur photographers will be exhibited.

Sept. 27-Oct. 2—Frankfurt—nuclear instrumentation and related equipment. Tentative. The West German government and industry are expected to spend $850 million (in the 1963-67 period) on nuclear research and development programs. Nuclear instruments, including electronic and non-electronic components, will be exhibited at the show.

Trade Fairs

June 1-15—Barcelona—International Samples Fair. At this fair, each U.S. exhibitor will have the opportunity to identify 15 of his "hardest to reach" potential buyers. They will be invited personally by the chief commercial officer to visit the exhibition, then escorted to the display.

June 10-21—Paris—International Aviation and Space Salon. Thirty-two U.S. aviation giants will exhibit $50 million worth of aeronautic and space equipment, including the Minuteman, Titan and Atlas missiles. The Department of Commerce will coordinate U.S. civilian and military exhibits.

July 10-18—Cologne—International Meat Industry Supply Exhibition. Machinery for use in slaughtering, meat processing, packaging of meat and meat products, and cold storage equipment will be featured in this U.S. exhibition.

Sept. 7-11—Basle—International Exhibition of Industrial Electronics. The Swiss economy depends on efficient, automated industry. This industry is modernizing, which means a ready market for advanced U.S. industrial electronics.

Sept. 25-Oct. 3—Essen—Trade Fair for Welding and Cutting. U.S. manufacturers of all types of welding and cutting equipment are invited to participate in this German fair, rated by the trade as the leading commercial show of its type. Surveys show that the Western Europe market for U.S. welding equipment and supplies is expanding.

Houseware products come to Italy

Opening day at the Housewares Show at the Milan Trade Center brought over 500 visitors and buyers who scanned and studied American houseware products—many of them brought into Italy for the first time. The March 20 opening day also brought forth animated discussion as John Olson, Sterner & Olson Co. partner (left) answers questions of potential buyers.

U.S. at Montevideo fair

The U.S. exhibition at the First World Industry Fair of the Atlantic at Montevideo, Uruguay, Feb. 12-March 7 combined a U.S. fashion show, an exhibition of U.S.-made industrial machines and farm equipment and a showing of advanced business machines. Theme of the exhibit was "Productivity—Key to the Future" and Walt W. Rostow, Chairman of the Policy Planning Council of the Department of State, officially represented the United States at the opening. More than 410,000 visitors attended the U.S. portion of the fair to see the machines that cut operating costs and increase efficiency.

MEXICO

Year of challenge for U.S.

Foreign competitors, domestic output pose tough tests for U.S. exporters

By HARRY R. ZERBEL
Commercial Officer
U.S. Embassy, Mexico City

The year 1964 was extraordinarily favorable for Mexican business and foreign trade. The year 1965 may see some leveling off of foreign trade with the upward movement resumed later.

Thus, 1965 may be a year of challenge for United States exporters in the face of stiffened competition in a less expansive Mexican market from European, Japanese and LAFTA traders.

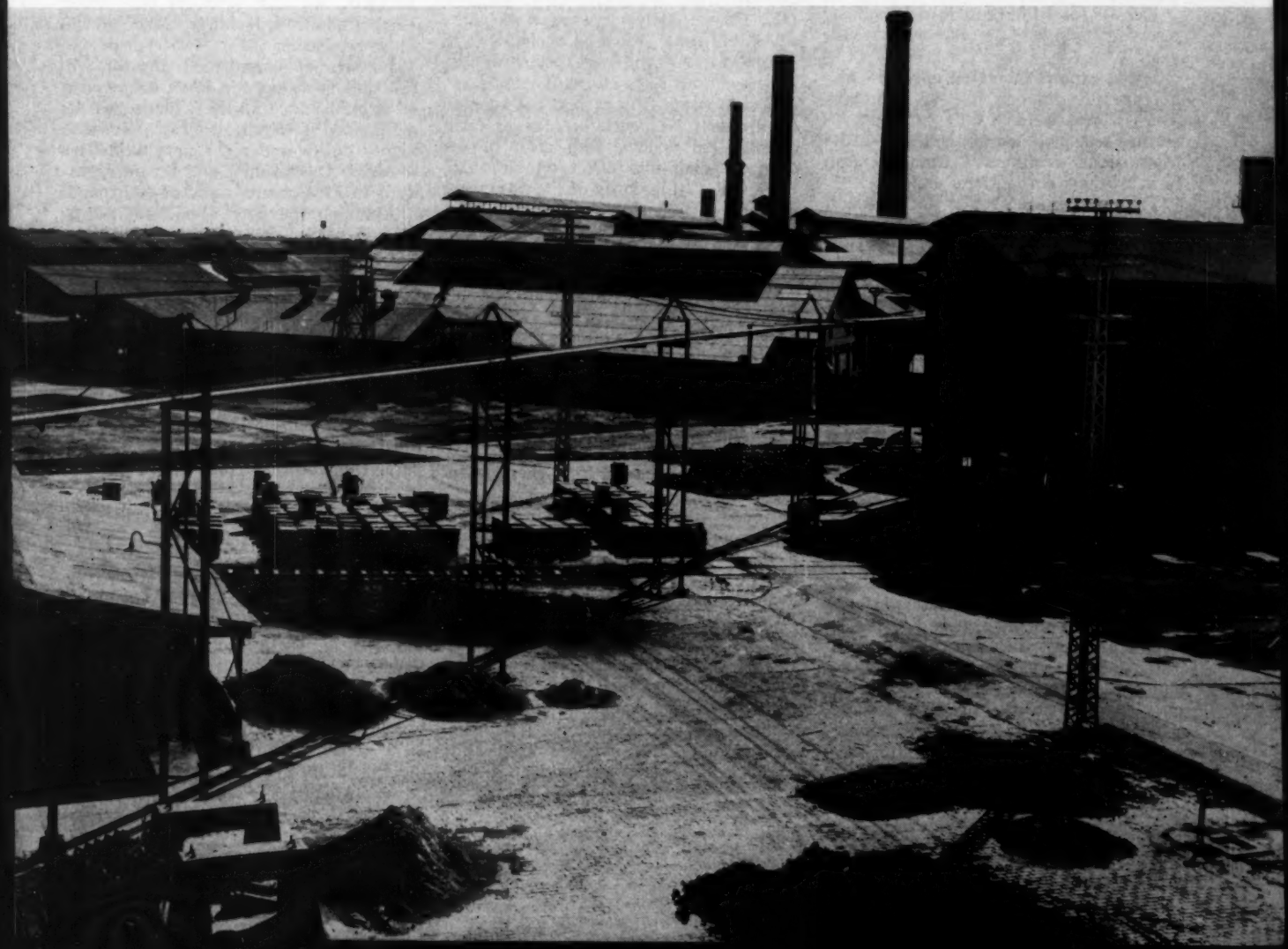
Although Mexico's overall economic activity should continue to expand in 1965, foreign trade may only approach the 1964 record levels of $1,019 million for exports and $1,493 million for imports.

GNP will probably rise in 1965, but not at the 10% rate reported for 1964. The Federal Government's ordinary budget for 1965 is 17.9 billion pesos ($1 = 12.5 pesos), compared to 16 billion in 1964.

An additional 19.1 billion pesos were incorporated in the budget for the first time to reflect the income and expenditures of the important decentralized agencies of the Government, including Pemex, the National Railways and the Federal Electricity Commission, among many other agencies with important purchasing activities.

Mexico's imports are controlled through extensive use of licenses, and imports are closely related to the availability of foreign exchange. Imports never exceeded prior to 1964, $1.24 billion. The sharp rise in 1964 reflected more liberal licensing practices, a good foreign exchange reserve position, substantial flows

THIS MONTERREY steel plant provides one of the key commodities in Mexico's drive for continued economic expansion in 1965. (Pan American Union Photo)



WORKERS stamp steel slabs at a Mexican steel mill. Increased local production is making Mexico self-sufficient in many goods she used to import.

of funds from abroad, and a high level of industrial activity and new plant construction.

Despite record imports in 1964, official reserves went up $31.6 million during the year.

While exports increased only $35 million in 1964 imports rose $236 million. The rise was covered only partly by increased receipts from tourism and border transactions, remittances from Mexican farm workers abroad, and exports.

The outlook for 1965 is not yet clear. Foreign exchange reserves are at a very satisfactory level, tourism and border receipts show promise of a further annual increase and there are wholly adequate resources of public and private credits available to Mexico.

Other factors are somewhat less favorable. The 1964 surge reflected a desire by the Government to complete many projects before the end of the Lopez Mateos regime, and is reported to have seriously depleted the funds of many public agencies. Various private companies also completed crash programs during 1964. The bracero program for Mexican farm workers abroad has been ended.

Prospects for exports are mixed and they may in fact decline slightly in 1965, on the basis of the present outlook.

Exports of cotton, Mexico's leading commodity, may rise as a result of a good 1964-65 crop, but sales abroad are lagging behind last year's pace. Other exports expected to rise in value include tomatoes, fresh fruit and vegetables, canned foods, corn, molasses, sulfur, silver, zinc and fluorspar.

Declines are expected in the value of shipments of coffee, sugar, cattle, meat, copper, lead, gold, hennequen, hormones, wheat, pitch and petroleum products. There should be little change in exports of iron and steel products, miscellaneous manufactures, salt and shrimp.

Strenuous promotional efforts will probably be required for Mexico to raise 1965 exports above the 1964 level. Some sales of cotton, and possibly wheat, will be made to Communist China, and substantial quantities of wheat and corn are being exported to Poland.

LAFTA trade continued upward in 1964, reaching a total of $50.3 million (of which $33 million were exports) and should go still higher in 1965. However, most sales of export products will go to traditional markets, including nearly 70% to the United States (approximately 68% in 1964).

The value of imports shows little promise of rising in 1965 and may even decline slightly to $1,450 million. The United States share of just over $1 billion (68.6%), may also decline slightly.

Such a decline in the U.S. share would be a resumption of the post-war trend (arrested in 1964) due to stronger competition from West Germany, Canada, UK, France, Italy, Japan and Belgium.

All of these increased their sales to Mexico in 1964 and are expected to continue vigorous sales efforts in 1965.

The Mexican Government has adopted the Brussels Nomenclature for its tariff classification system, with most of the changes going into effect on Nov. 26, 1964. The vast majority of the rates were unchanged from the previous tariff, but some new classifications were created and others consolidated. In case of doubt regarding classifications, customs examiners were instructed to apply the highest applicable rates of duty. The new classifications have caused considerable disruption of imports, and it may be several months before tariffs are clearly defined and exact rates of duty are known.

May tail off

Much of the heavy 1964 increase in imports was due to demand for automobiles and trucks assembled in Mexico with imported engines. By mid-1965 most of these vehicles will be incorporating domestically-made motors, and the exceptional demand for vehicles may tail off.

Another large import in 1964 which may not be equalled in 1965 is machinery installations, since much of the equipment for Mexico's nine new automobile engine plants and foundries was brought in during 1964. Some 40 auxiliary plants for the automotive industry were also erected in 1964 and their output will begin replacing imports this year. Current factory construction programs are not nearly as big as the automotive manufacturing program.

Import requirements for other capital equipment will generally equal or exceed 1964 levels. There should be rises in imports of machine tools, textile machinery and various industrial equipment, and U.S. suppliers are expected to maintain their strong positions in these markets. Imports of sugarmill equipment may decline due to expected cutbacks in the expansion program for this industry, reflecting depressed world market conditions for sugar.

The domestic manufacture of certain types of construction equipment has begun and is likely to affect imports. U.S. firms are active in the manufacturing program, however, and will share heavily in those imports which are still necessary and in supplying machinery and component parts for the manufacturing operations.

Heavy imports

Large scale imports of locomotives, rails and other equipment for the Mexican railways are expected to continue in 1965, but U.S. suppliers face strong competition from Japanese, Canadian and other producers.

Imports of commercial aircraft will probably be reduced in 1965, but imports of aircraft parts and small planes will be maintained if certain problems related to higher duties under the new tariffs are resolved. Overhauling and repair operations in Mexico are expected to expand.

Although the new Mexican Government is placing strong emphasis on agriculture, current import quotas for agricultural tractors and related equipment are not much higher than the 1964 quotas, which was itself a very good year for agricultural equipment.

While British tractors have the bulk of the market, U.S. firms can increase their tractor sales in Mexico. Two U.S. firms are manufacturing tractor engines in Mexico (one a British model), but imports from other suppliers have not yet been restricted.

Despite expanding output of the domestic chemical and pharmaceutical industries, increasing demand may boost imports in 1965, although the U.S. percentage of the market may be difficult to maintain. Newsprint imports should rise, but most of the increase may go to Canadian or Chilean suppliers.

Another declining market may be that for foreign woodpulp, as domestic output expands. Rubber imports may rise 15-20% in 1965, with U.S. firms supplying the bulk of the synthetic rubber and han-

dling sales of most of the natural variety.

Imports of metalworking equipment should rise, along with iron and steel scrap, much of it from the U.S. Imports of many iron and steel products will probably decline as domestic production of these items expands during 1965.

There will probably be a rise in sales of refined petroleum products to Mexico, since domestic output is struggling to keep up with demand. Machinery and drilling equipment imports from the U.S. are expected to decline in 1965, as domestic output expands and larger purchases are made from other suppliers such as France.

A decline in imports of mining equipment is forecast because of uncertain conditions for the industry and larger domestic output of certain types of equipment.

Rivals

Mexican imports of scientific, technical and medical equipment may rise about 10% in 1965, but U.S. exporters face strong European competition. Importers are having problems with the new tariff, but these should be resolved during the year.

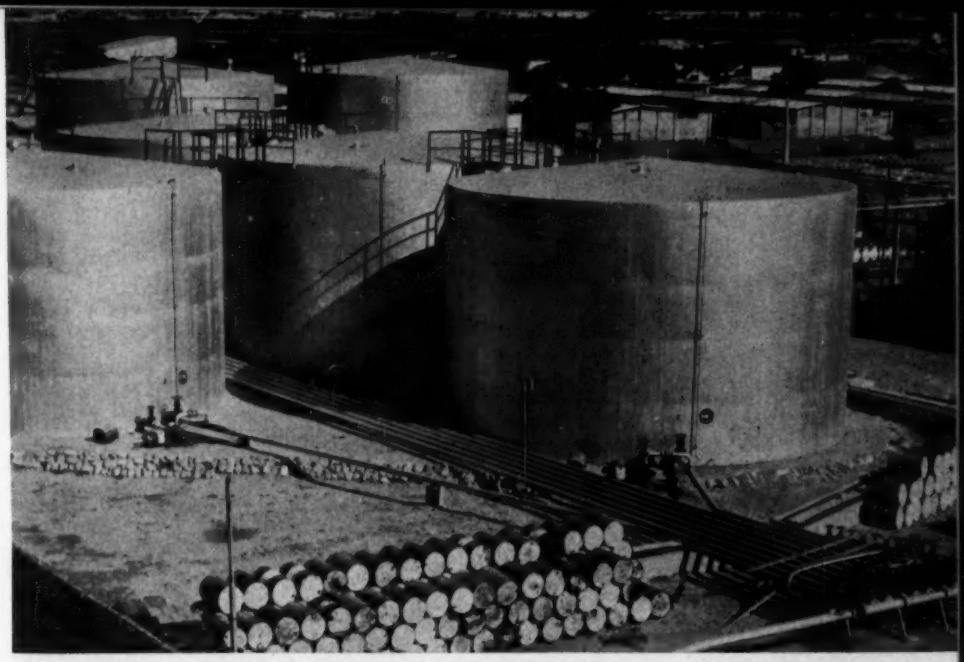
The decline in construction equipment expected in 1965 may be accompanied by a similar decline of about 15% for building materials as a result of excessive building during 1964. The U.S. should be able to maintain its share in these imports.

Imports of electric power equipment may decline 5% despite the Mexican maintenance program for investment in power equipment. While foreign competition from Japanese and other suppliers is strong, the U.S. share may increase, particularly if power in the Federal District area is converted to 60 cycles, as is now reportedly contemplated.

Local assembly and manufacture of communications and electronic equipment is likely to result in a small decline in imports even though over-all demand remains high, as foreign suppliers may cut into the U.S. import share during 1965.

Office machinery imports, which rose during 1964, may decline as a result of domestic manufacturing programs, and U.S. companies face strong competition in this field.

Even if an over-all decline in Mexican imports occurs in 1965 (a similar phenomenon took place in 1959, also the first year of a new administration), it will probably be very moderate and followed by a resumption of upward movement in succeeding years. U.S. suppliers will need to keep abreast of the dynamic changes in Mexico's situation to maintain their share of this important market.



STORAGE TANKS hold the lube oil blending stocks for the Standard-Vacuum Oil Company's $360,000 blending plant near Karachi. U.S. investors are becoming increasingly active in Pakistan's growth.

U.S. exporters not keeping pace with Pakistan's economic growth

However, American investors are taking active part in expansion; new Five-Year Plan emphasizes development of East Pakistan

U.S. investors are taking an active part in Pakistan's economic upsurge, but American exports are failing to keep pace with the expanding Pakistani economy.

Pakistan ended 1964 in a spirit of satisfaction over the general state of her economy. The upswing in economic growth that began in 1963 has continued and has been accelerated by the government's import liberalization program. From all available evidence, Pakistan's industrial sector worked more nearly at capacity during the fourth quarter of 1964 than at any time in recent years, due to the greater availability of imported raw materials, particularly iron and steel.

Industrial production rose 12% in fiscal year 1964 (July 1963-June 1964) and accounted for 12.8% of GNP. After four years of the Second Five-Year Plan, the index of industrial production reached a level of 156, taking the first year of the Plan (Fiscal 1961) as the base.

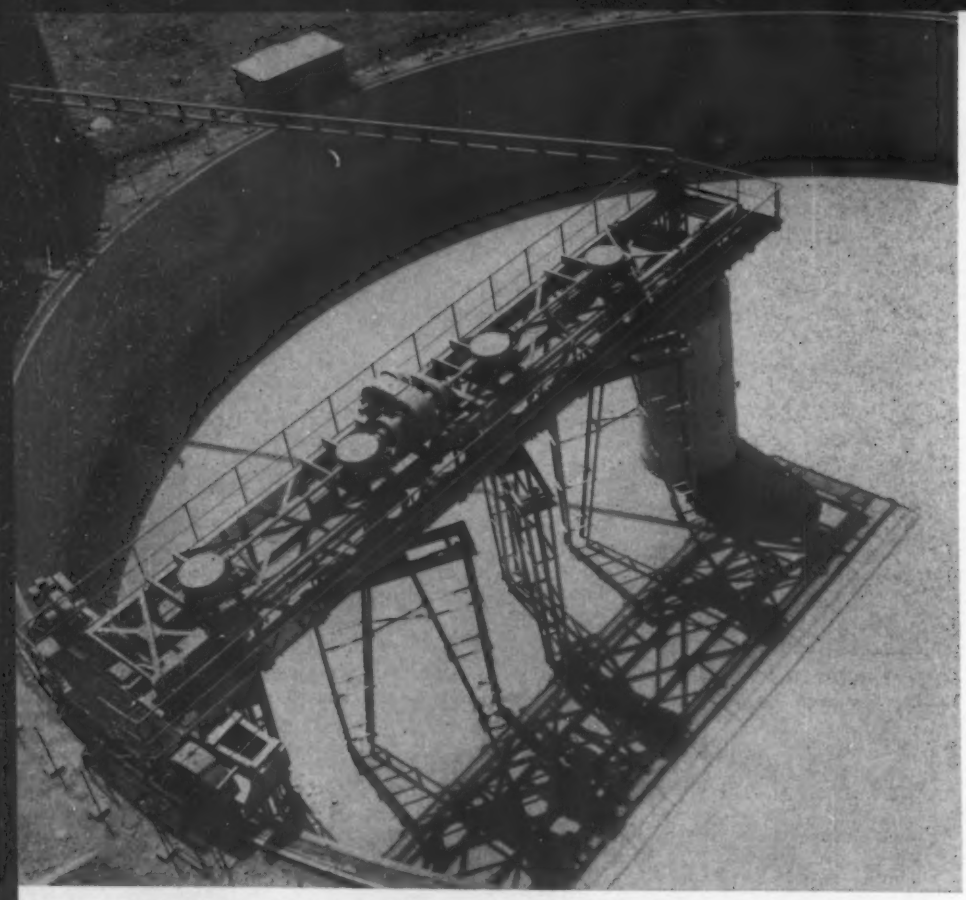
However, industrial growth in East Pakistan advanced at a slower rate than in the country as a whole. Consequently, the Third Five-Year Plan (July 1965-June 1970) will place a stronger emphasis on the industrial development of East Pakistan.

Agricultural production was perhaps the brightest spot in Pakistan's economy. During the fourth quarter, both East and West Pakistan harvested their second consecutive bumper rice crops. Early conditions indicate another good wheat harvest in the summer of 1965.

The current economic upsurge and the favorable prospects for its continuation will probably cause the preliminary Third Five-Year Plan target of a 30% increase in annual GNP to be raised to the neighborhood of 36 or 37% in the actual plan document.

The activity of American investors during the fourth quarter was both vigorous and productive. Esso Standard Eastern announced an agreement with the Government of Pakistan to construct a $25 million urea fertilizer plant near the Mari gas fields in West Pakistan. Esso's investment of approximately $19 million will be the largest foreign private investment in Pakistan.

The annual capacity of the plant, which



CEMENT STEW is the chef's special every day at West Pakistan's Ismail Cement Factory. The picture shows the factory's churning tank as it stirs up another batch to feed Pakistan's building industry.

is scheduled for completion in 1967, will be 173,000 metric tons. The Government hopes that this will be the first in a series of petrochemical plants utilizing gas from the Mari fields. The Government has been encouraged by a feasibility survey carried out by Imhausen and Company of Switzerland, which recommends the establishment of a 10-plant petrochemical complex in West Pakistan and one involving 14 plants in East Pakistan.

The Government's Central Permissions Committee sanctioned several other projects involving U.S. investment. One provides for an investment by Max Factor to produce cosmetics. Wyeth Laboratories will broaden its production to include deodorants and insect repellents. Lederle Laboratories; Merck, Sharpe, and Dohme; and Johnson and Johnson will also expand their operations. The Committee also approved a joint venture involving the Parker Pen Company and a $300,000 investment in a poultry farm by the International Development Corporation of Oklahoma.

Another indicator of the increased tempo of investment activity was the visit of a 12-man delegation from the Action Committee for International Development in November 1964. This group of American executives met with a wide range of Pakistani businessmen, and already one joint venture involving Ketcham and Company for the production of fine chemicals has been approved by the Government of Pakistan. The project will entail an investment of $1 million.

U.S. share down

The vigorous activity of U.S. investors was apparently not matched by that of U.S. exporters during 1964.

Statistics indicate that Pakistan's total imports jumped from $889 million in 1963 to $998 million in 1964. Imports from the U.S., on the other hand, fell from $388 million in 1963 to $376 million in 1964.

The chief reason for the U.S. decline was a drop in Food for Peace grain exports from $152 million in 1963 to $132 million in 1964. Nevertheless, the increase of only $8 million in other exports is small compared with the increase in Pakistan's total imports.

During the last 6 months of 1964, more than half the imports of the 51 key items liberalized in July (primarily industrial raw materials) were financed by the Government of Pakistan's own free foreign exchange, which is not tied to procurement from any particular source. As a result, Pakistan's imports during the July-September period jumped to $269 million, compared with $221 million for April-June 1964 and $217 million for July-September 1963. It appears that the U.S. share of this extra business was negligible.

Import policy continued

Pakistan's import policy for January-June 1965 remains essentially the same as the policy for July-December 1964. Licensing requirements remain suspended for 51 key import items, including iron and steel and other vital industrial raw materials. To forestall a dangerous run on foreign exchange, the Government did tighten credit controls on imports by requiring importers to pay a 25% deposit when opening a letter of credit.

The United States is supporting Pakistan's import liberalization program with a $140 million commodity loan, which was signed in December 1964. This is the largest single-purpose loan since the United States began its aid program to Pakistan in 1961.

Import rules for Uganda, Philippines summarized

The following information on the Philippines and on Uganda supplements and amends a summary of import-license and exchange-permit requirements for most countries of the world, which appeared in the Jan. 25 issue of INTERNATIONAL COMMERCE. Reprints of the summary are available for 10 cents from the Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

Philippines. No import licenses are required except for a few items: coffee, tobacco, onions, potatoes, garlic and cabbages. Some items such as narcotics and firearms are prohibited importation by special laws to protect the public welfare. No exchange licenses are required and there are no restrictions on repatriation of capital or remittance of profits abroad.

Uganda. Most commodities are imported under Open General License but some goods require a specific import license. Licenses are valid for 6 months. Banks are authorized to make payment for imports in any currency provided the importer submits documentary proof of his intent to import and states the value of the goods.

Continuing Guatemalan upsurge sustains heavy import buying

Expanding industrial sector confident of still further growth; U.S. suppliers retain 46% share in Guatemalan import market

A robust Guatemalan economy is providing a growing market for U.S. exporters, as her expanding industries demand an increasing variety of sophisticated products.

Guatemala enjoyed unsurpassed prosperity as 1964 ended. Merchants in the capital reported an average sales increase of 25% over 1963, and attributed this sharp gain to almost two years of political stability and the payment of Christmas bonuses to government employees and some private industry workers.

Preliminary estimates by the Bank of Guatemala show a 7% increase in real domestic product and a 9.9% increase in gross domestic income during 1964. With an estimated 4.3 million population at mid-year, per capita gross income in 1958 prices is $295, up 6% during 1964.

Most productive sectors shared in this rise. The value of construction increased 31.6%; utilities, 16.7%; banking, insurance and real estate 15%; wholesale and retail trade 9.1%; manufacturing 6.5%; and agriculture, 4.5%.

Net international reserves held by the Bank of Guatemala at the end of 1964 were $41.3 million, some $5.6 million below the 1963 level. This decline in reserves reflects a high sustained rate of imports throughout 1964.

Imports up 20%

Preliminary 1964 balance of payment estimates show a 20% increase in imports, compared to a rise of 26% in 1963. However, exports rose only 9 or 10%, and a trade deficit is expected. For the first five months of 1964, Guatemala imported $72.7 million worth of goods, of which the United States supplied $33.5 million. Thus, the U.S. retained its 46% share of the total import market.

Exports totaled $129.4 million for the first eight months of 1964, compared with $114 million for the same period of 1963. Exports to the United States totaled $42.4 million, less than 33% of the total and $5 million below the level for the same period in 1963. The value of Guatemala's agricultural exports, which amount to about 90% of total exports, is expected to remain high during 1965 but will probably not reach the expected high of 1964.

Industrial activity appeared to be continuing its steady expansion, with optimism and confidence being the watchwords of the industrial sector. During the fourth quarter, there were 21 applications for new industry status under Guatemala's basic Industrial Development Law (17 during the third quarter). The amount of planned capital investments was about the same, $1.8 million.

Four by U.S.

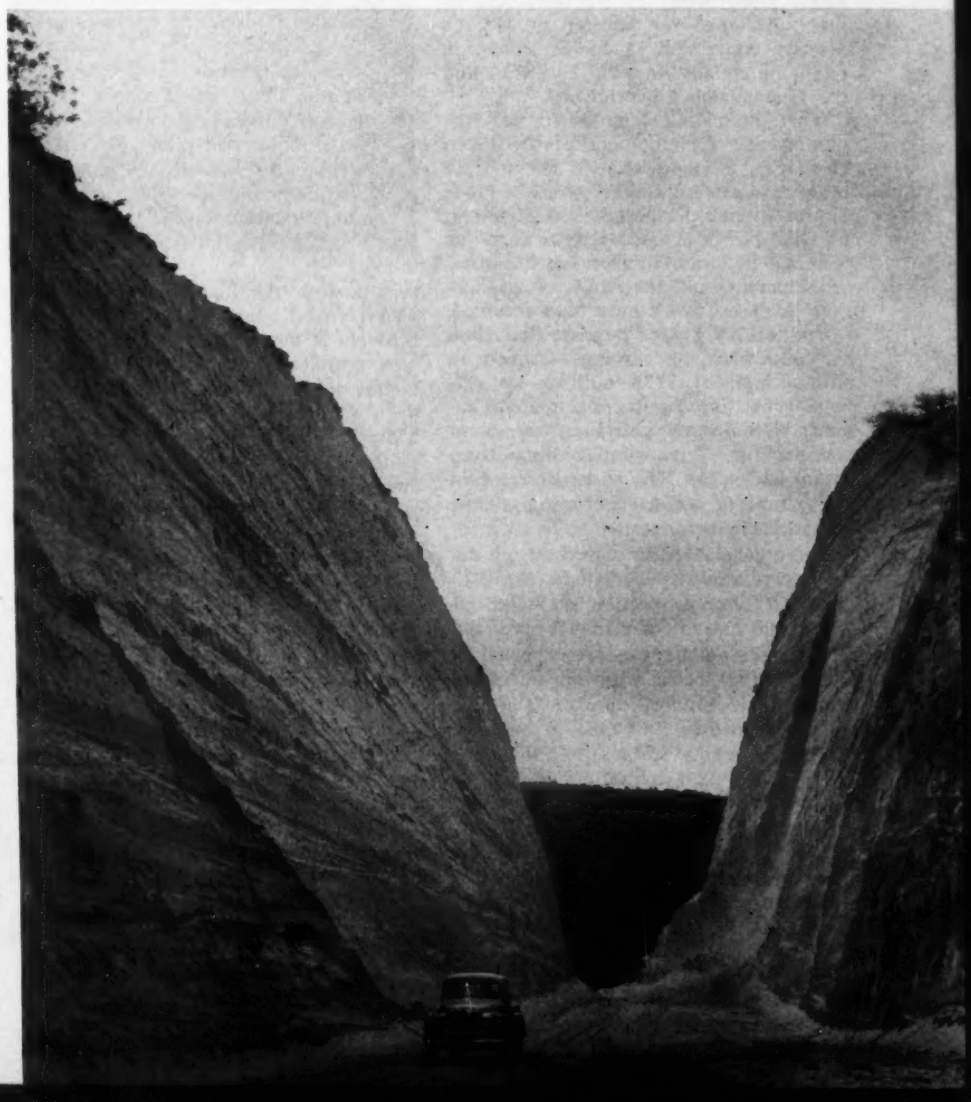
Four of the applications for a total capitalization of $462,000 were by United States firms. The U.S. investments covered joint ventures to produce sulphuric acid and tin cans, and wholly-owned subsidiaries to produce cosmetics and agricultural insecticides.

The largest Guatemalan investment was a carded- and combed-woolen yarn factory in Quezaltenango, capitalized at $238,000. Other proposed investments included animal feedstuffs, electrical sound equipment, metal containers and false teeth.

Standard Oil of California, which has the controlling interest in the GUATCAL Refinery near Matias de Galvez on the Caribbean Coast, awarded a contract to the Lummus Co. to triple its present feed rate capacity to 12,000 barrels of crude oil a day. Completion of this expansion, which is expected to cost $3 million, is scheduled for mid-1965.

Jersey Standard Oil has applied for petroleum exploration rights covering approximately 975,000 acres which extend offshore and along the Pacific coast. In December, the General Directorate of Mining announced that it was conducting

THE KINDEST CUT OF ALL will slice traveling time along Guatemala's section of the Inter-American Highway, and speed deliveries of goods to more remote areas. (Pan American Union Photo)



drilling operations in the vicinity of Kilometer 103 on the highway to the port of San Jose.

During the quarter, the National Electrification Institute (INDE) granted a $847,223 contract to the MacNamara Corp. of Canada for work at the Los Esclavos Hydroelectric project. The project will produce 13,000 kilowatt hours and is scheduled for completion during mid-1965.

INDE was also authorized to contract the services of Harza Engineering Co. of Chicago for consulting work on three future projects.

A new private television station was inaugurated in the capital during December, making it the second operating channel in the country. The Government's television station has not operated for several years, but is being re-equipped and reorganized. A report from Guatemala's second largest city, Quezaltenango, indicates that a television station may be established there.

The Minister of Agriculture announced in October that the American-owned International Railways of Central America (IRCA) may extend a rail line to El Peten Department in Northern Guatemala. Although not covered by IRCA's present concession, such an extension might be equally financed by IRCA and the Guatemalan Government.

The National Corporation for the Promotion and Development of the Peten (FYDEP) is empowered to sell or lease more than one million acres of idle lands in Guatemala's northernmost department. FYDEP has designated certain areas for farming, livestock, lumber and industrial development, and thousands of applications for these lands have been received.

Preliminary figures indicate that 1964 agricultural export earnings reached an alltime high of $138 million—up 4% from 1963. Earnings from coffee and bananas were down slightly, but were compensated for by increased earnings from cotton and sugar. The sharp decrease in the volume of coffee exports was almost offset by higher prices.

The area planted to cotton during the 1964-65 season was estimated at 225,000 acres and cotton production was estimated at 300,000 bales, a rise of 4% over the previous season. Exports are expected to total 270,000 bales with an estimated value of $33 million, up from the $31 million shipped in 1963-64.

New beef export quotas for 1965 were established at 22.8 million pounds by the Ministry of Economy in early January, an increase of around 63% over 1964. Nevertheless, beef exports to the United States are not expected to increase by more than one million pounds.

Growing Ecuador acts to restrain burgeoning imports; nation offers extensive benefits to new industry

Declining banana exports rouse fears for industry's future; limit on foreign exchange purchases lifted to spur investment

Steady and unspectacular economic progress is creating a strong demand for more imports in Ecuador—and the resulting trade imbalance has caused the Government to impose some restraints on imports.

Ecuador's commercial and industrial activity during the fourth quarter of 1964 remained at the high level which had characterized the nation's economy throughout the year.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

A significant decline in banana shipments, however, brought the total for the year below that for 1963 and created widespread concern for the future of Ecuador's important banana export industry.

Imports were about 17% higher in 1964, reflecting the nation's strong import demand, whereas total exports appear to have declined slightly from the previous year's record level.

These foreign trade trends caused the government to impose moderate import restraints to protect the nation's balance-of-payments.

International reserves receded slightly from their record high of October, but were still at an all-time year-end high on December 31.

A new Industrial Development Law was passed which offers extensive benefits to new and existing industries that contribute to the nation's economic development. A new labor code favorable to the workers also went into effect during the quarter. Finally, the ruling Military Junta initiated a program designed to return the nation to constitutional government by mid-1967.

Stable political and monetary conditions throughout 1964 were reflected in a healthy business climate and an impressive amount of new investment in light industry. Retail sales in most product lines were reported to compare favorably with 1963 levels. Commercial and residential construction remained strong, with sales of construction materials higher than 1963.

Confident

Despite the unfavorable banana situation, the mood of the business community was confident, and many new ventures were reported. Businessmen were encouraged by the government's action in returning the Quito milk-pasteurizing plant to private control, which allayed fears of government intervention in private industry.

The fourth quarter was a busy period for Ecuador's ambitious industrial development program. A large American chemical firm purchased a controlling interest in Laboratorios Industriales Farmaceuticos Ecuatorianos, the leading domestic pharmaceutical manufacturer, and a substantial expansion is anticipated. Other American firms may invest in various industries, including the manufacture of electric wire, the production and processing of African palm nuts, and the establishment of food packing plants and a container industry.

Chemoleum Corp.'s affiliate, FERTISA, initiated production at its Guayaquil fertilizer mixing plant. The company is also planning to produce both sulfuric acid and ammonium sulphate for fertilizer raw materials. The ECASA refrigerator plant, an assembly operation owned jointly by Colombian and Ecuadorian investors, was inaugurated in Quito. Although the company began its production

THE TWAIN SHALL MEET, and soon, as Ecuador's road-building program reaches into rural areas to do away with bottlenecks to commerce such as this ferry crossing of the Duale River. Many formerly isolated areas are entering the mainstream of Ecuador's expanding economic life. (World Bank Photo)

with only one line of small refrigerators, it plans to add other sizes, as well as freezers, display cabinets, air conditioners, stoves, and lighting fixtures.

Morton Salt Co. has a substantial interest in the Cia Ecuatoriana de Sal y Productos Quimicos S.A., which has been engaged in installing a solar salt plant and is now adding a caustic soda plant on the Santa Elena peninsula.

Other openings included the Astra C. A. installation to produce plastic-coated upholstery materials in Quito; a jointly-owned Colombian-Ecuadoran yeast plant, Levapan del Ecuador S.A., in Quito; the Tababuela sugar mill, and a cooperative match factory.

Plants under construction include a new facility to produce nuts, bolts, and screws; a banana-fiber textile mill; two plants to produce agricultural hand tools and implements; and a structural steel plant in Latacunga.

Foreign trade

Imports during the quarter were valued at $38 million, bringing the annual total to $138 million, substantially above the previous record of $118 million. American suppliers sold motorized street-sweeping equipment and garbage trucks to the Municipality of Quito, and U.S. industry successfully bid on the $6 million contract to equip four new Social Security hospitals.

Fourth quarter exports dropped below the third quarter level and also below the fourth quarter of 1963. On the basis of export permits granted it appears that exports may have dipped slightly below the 1963 record level of $162 million. Banana exports, which comprise over 50% of Ecuador's exports, appear to have declined more than $2 million below the adjusted total of $103.2 million for 1963.

Exports of cacao were also down sharply during the quarter, and the annual total of $16.7 million was about 20% less than 1963. This was partially offset by greater returns from coffee. There were also appreciable increases in exports from Ecuador's fishing industry and from the pyrethrum and castor bean plantations, with lesser gains recorded for shipments of Panama hats, forest products, and pharmaceuticals.

Exports of rice, on the other hand, declined to less than half their 1963 value.

International monetary reserves amounted to $45 million on Dec. 31, an increase of $4.4 million over the 1963 closing figure. The value of the sucre remained steady throughout 1964, fluctuating within a narrow range around 18.6 sucres to the dollar on the free market.

The previous limitation on the amount of foreign exchange that could be purchased at the official rate of 18 sucres to $1 has been amended to facilitate foreign equity investment and medium-term loans. Foreign investors may now remit interest and dividends up to 7% annually on registered capital, in addition to 15% per year for capital amortization. The previous 15% limitation included remittances of interest, dividends, amortization, and profits.

The availability of credit to the private sector increased substantially. Credit to the private sector from all sources increased 30% during the year. There were indications that this increased liquidity boosted industrial and commercial activity, while exerting some pressure upon the balance of payments.

The Governments of Ecuador and Peru have agreed to construct border bridges to facilitate travel and trade between the two nations.

Two French firms contracted with the municipality of Guayaquil to extend and recondition the city's water system, at an estimated cost of $4.5 million.

A preliminary report evaluating the hydro-electric power potential of the Paute river, some 30 air miles northeast of Cuenca, indicated that the river could economically sustain a power development of 1,000 megawatts.

The Central Government's agrarian reform institution began implementing its program to liquidate the feudal system of land tenure. Because of careful planning and consultation, the program has been received with a minimum of opposition. From 20,000 to 22,000 estates will eventually be involved.

The cost of living in Quito rose about 2.2% during 1964 for middle-class families and 2.5% for working-class families.

How it's done

Free copies of an 8-page booklet published by the U.S. Chamber of Commerce and entitled, "Executives Abroad: The American Way Overseas," can be obtained from the Chamber's Foreign Policy Department, 1615 "H" St., NW., Washington, D.C. It is a reprint of an article that originally appeared in the March 1965 issue of *Nation's Business.*

France's new trademark law offers 'first come, first served' policy in registration applications

Becomes effective Aug. 1, replacing 1857 law which recognizes first user of mark as rightful owner

France has enacted a law which changes the basis for conferring trademark ownership.

The new law will come into force Aug. 1. It replaces a law in effect since 1857.

The law provides that the first applicant for a trademark registration will obtain the right of ownership. This registration and accompanying ownership right will prevail even though someone may have used the mark previously before it was registered.

At present, the first user of a trademark is recognized as its rightful owner. The first applicant has a recognized right of ownership only if the mark has not been used by any other party before the date of his application.

Three-year allowance

A first user, under the new law, will be recognized under two circumstances.

As a transitory measure, a person who has used a trademark before Aug. 1. will have three years after that date to obtain a registration in preference to one who seeks protection without reference to its use.

In the second case, the owner of a trademark already well-known in France as belonging to someone other than the registrant, can sue the registrant for cancellation of the mark, within five years after the registrant's application.

The latter provision is intended to implement those features of the "Paris Union" Patent and Trademark Convention which are intended to protect well-known marks against improper use or ownership in member countries.

Duration of a trademark registration has been reduced from 15 to 10 years. Marks may be renewed indefinitely but payment of renewal fees must be made prior to expiration of the previous protection period.

A transitory measure enables all trademarks filed before Aug. 1 to enjoy a 15-year protection period from date of filing.

U.S. owners of currently valid French trademarks falling due for renewal in less than five years have been advised to consider renewing their marks in advance of the Aug. 1 deadline to take advantage of legislation that provides for renewal for 15 years at the present costs.

Under the new law, a trademark must be used within five consecutive years after its registration or be subject to cancellation or forfeiture upon petition to the courts. At present, there is no obligation to use a registered mark.

Specific protection is provided for "service marks"—marks applicable to services as distinguished from goods, and to "collective marks"—marks owned by institutions, unions, groups of merchants and others having a common commercial interest. A person is permitted to register his name to protect his own product.

Applicants from abroad

Trademark applicants residing in foreign countries must file applications at the National Institute for Industrial Property, Paris, France.

Legal counsel is advised for U.S. businessmen who seek details on step-by-step procedures for securing protection under the new law.

For general information on the law, **write:** Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

SHEET METAL, PLASTIC DUCTS

U.S. license sought to manufacture sheet metal, plastic ducts for heating and ventilation systems; storage tanks for fuel oil; and equipment for the physical protection of such tanks by firm specializing in production, sale of such commodities.

Write: Walter Fischer, 7 Stuttgart 1, Leuschnerstrasse 9, Stuttgart, Germany. **WTD.**

Italy changes import payment regulations

Italy has repealed an April 1964 decree which established a 30-day payment limitation on advance and delayed payments for imports of a select list of consumer goods.

This measure had been adopted as part of Italy's monetary stabilization program in an effort to reduce import demand for these goods.

The present liberalization was made possible by the recent sharp improvement in Italy's balance of payments and is designed to halt the drop in demand, production, and employment in the industries affected by the previous measure.

In addition to liberalizing regulations on payments for the special list of imports, Italy has also shortened the normal period of payment to 90 days for all imports.

Previously delayed payments for imported goods (except those on the special list) could be made up to 360 days after receipt of the goods without prior review by the Exchange Office or formal approval by the Foreign Trade Ministry. Review by the Exchange Office is required now for both advance and delayed import payments made over 90 days before or after receipt of the goods. (For delayed payments, no Exchange Office authorization is required if 90% of the import payment is to be made within the 90-day period and the remaining 10% is paid within 24 months.)

EEC partially suspends turpentine, rosin duties

The European Economic Community has issued partial duty suspensions for spirits of turpentine and rosin, effective through 1965.

The respective suspended duties are 3 and 3.5% ad valorem, compared with Common External Tariff rates of 4 and 5, on the following CXT numbers:

3807A Spirits of Turpentine (gum, wood and sulfate) and 3807B other terpenic solvents from coniferous woods; crude dipentene; sulfite turpentine; "pine oil" (not rich in terpineol).

3808A Colophonies (rosin, including resinous pitch.)

EEC report proposes criteria for determining origin of goods

Move is needed to insure uniform application of tariff rules, draft regulation calls for setting up a Committee on Origin

The Commission of the European Economic Community has submitted to the Council of Ministers a draft regulation outlining criteria and procedures for determining the origin of products imported into and exported from the EEC.

A common set of rules determining the origin of goods is essential to insure that all EEC member states apply the Community tariffs and other trade regulations uniformly. A lack of uniformity in application of these rules could bring about distortions of trade which would undermine the objectives of the Community's commercial policy.

The basic rule for determining origin set forth in the Commission's draft is that "an article produced in two or more countries originates in that country where the last substantial economically justified transformations or processes have taken place, carried out in a factory equipped for this purpose and resulting in the manufacture of an entirely new product or representing an important stage in the manufacture."

The draft calls for an EEC Committee on Origin to examine problems arising from application of the basic rule and to give an advisory opinion to the Commission which will then decide the question of origin. The Commission's decision may be appealed to the EEC Council upon the request of any Community member.

Other considerations

In addition to the basic rule stated above, the Committee of Origin will also consider the amount of value added at each stage of the processing, as well as the objectives of Community trade policy.

The proposed regulation suggests the form of a Certificate of Origin to be used as evidence of origin for products exported from the EEC, as well as EEC requirements for certificates of origin to be submitted by third countries for products of non-EEC countries.

The Commission stated that it is important for member states to use a common set of origin rules for their own products in order to assure that the goods of all Members are given uniform treatment by non-EEC countries.

The Commission has also suggested an "EEC" origin mark for all Community products, with an individual member country's mark to be used under circumstances in which the country of origin is an important factor in the overall transaction.

For a copy of the draft regulation, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Export privileges restored to Netherlands businessman

Export privileges have been restored to Cornelis Lodewijkx, a businessman in Rotterdam, Netherlands.

The Bureau of International Commerce withdrew export privileges from Lodewijkx in May 1964, when it was determined that he was a related party to Pierre Contresty, also known as Pierre Scott, who previously had been denied export privileges. Contresty's export privileges have not been restored.

Lodewijkx has severed all business connections with Contresty and is not now associated or affiliated with him in any manner. He has assured the Bureau that he will not again engage in transactions with Contresty.

All persons are now free to export to and otherwise deal with Lodewijkx in U.S.-origin commodities and technical data.

WATER COOLING PRODUCTS

Manufacturer of heat exchangers seeks U.S. licensing rights on water cooling products, direct expansion condensers, water cooling towers.

Write: S.I.C.C.A., 25 Blvd. Richard Lenoir, Paris 11, France. **WTD.**

U.S. engineers to assist Pakistani logging operation

A U.S. engineering firm will assist in management of a logging operation in East Pakistan to expand timber production to meet demands for lumber and wood products.

Nine specialists, from a firm yet to be selected, will help manage a timber project in Chittagong Hill Tracts, about 50 miles inland from Chittagong, for an average of two years each.

The specialists will train East Pakistan's Forest Industries Development Corporation (FIDC) personnel in modern logging practices and in proper operation and maintenance of logging equipment.

Dollar financing for the specialists' services will come from a $500,000 loan authorized by the Agency for International Development. The Government of Pakistan will provide $120,000 estimated for local currency expenses.

FIDC wants to double the present annual production of about one million cubic feet of timber in two years. Maximum production expected is 3.4 million cubic feet.

Three timber surveys have been made in the area—the most recent completed last year by Forestal International Inc., Portland, Ore., under the Colombo Plan.

Factory restrictions removed by Taiwan

The Government of the Republic of China has removed all bans placed on establishment of new factories to manufacture monosodium glutamate, motorcycles, television receiving sets and pharmaceuticals.

The bans originally were imposed to avoid excessive competition in these new industries. Bans on establishment of new mushroom canneries, wheat flour mills and vegetable oil plants will be reviewed at the end of 1965.

Bolivian sugar restricted

The Bolivian Government has moved to limit sugar production and to increase consumption of sugar in the local market.

According to a new decree, sugar production in 1965 will be limited to 86% of the estimated 1964 output of 85,000 metric tons. Bolivia has large unsold stocks of sugar on hand.

Secretary Connor emphasizes policy to encourage direct U.S. investment in less developed areas

By ROBERT L. OSHINS
Director, Office of International Investment

In his recent letter to the chief executive officers of some 600 corporations participating in the voluntary cooperation program to improve the U.S. balance of payments situation, Secretary of Commerce John T. Connor emphasized that current Government efforts to encourage restraint in foreign investments are limited to the industrialized countries.

Referring to direct investment in the less developed countries, he wrote:

". . . we regard the national objective of increasing the contribution by private enterprise to growth in the less developed countries of such importance that we do not wish this program to inhibit the flow of these investments."

The Board of Governors of the Federal Reserve System in a recent statement was equally explicit regarding policy on loans for the less developed countries as contrasted to loan policy for the industrialized countries. The Board, referring to a set of guidelines for commercial banks to follow in complying with the President's program to improve the balance of payments situation, stated in part:

"With respect to non-export credits, banks are expected to give the highest priority to loans to less-developed countries . . ."

President Johnson's statement

These statements buttress the clear distinction between industrialized and less developed countries made by President Johnson in outlining measures to restrain the U.S. outflow of capital in his Feb. 10 message to Congress on the balance of payments.

On that occasion, the President carefully specified that his call for voluntary restraint by business in connection with direct investment abroad applied only to the industrialized nations.

To emphasize this point he stated that it continued to be U.S. policy "to supply private and public funds to less developed countries. . . ."

At the Feb. 18 White House Conference on the Balance of Payments, Secretary Connor outlined nine suggested ways of improving the balance of payments ledgers of individual firms and asked businessmen to avoid or postpone direct investment only in the developed countries. Secretary of the Treasury Douglas Dillon at the same conference, stated:

". . . direct investment in developing countries serves to offset outflows that might otherwise be required in the form of aid appropriations, and will not be affected by our new program . . ."

These top level statements emphasize the continuing policy of the U.S. Government to encourage U.S. direct private investment in less developed nations.

SPECIAL PURPOSE MACHINES

Well-established private company manufacturing special purpose machines is interested in a licensing arrangement with U.S. company for production of special purpose machines such as jigs, milling machines and surface grinding machines. Based on the company's long experience in the tool trade and from surveys made of the United Kingdom market, officials of the company believe good possibilities exist for production and sale of U.S. special purpose machine.

Write: Ratcliffe Tool Co., Ltd., 24-26 Gorst Rd., Park Royal, London, N.W. 10, England. **WTD.**

METAL WORKING MACHINE TOOLS

License or joint venture sought to produce metalworking machine tools, mechanical parts of high and medium precision, machines for manufacture and transformation of plastics, and equipment for metallurgical, chemical industries.

Write: Belgian Consulate General, 50 Rockefeller Plaza, New York, N.Y. 10020.

West Indies public utility available to U.S. investor

Sealed tenders are invited for the assets of the Cayman Islands Public Service Co., Ltd., now in the hands of the Liquidator.

The assets include two modern diesel alternators comprising one 500 kw. and one 350 kw., 2400 volt, 3 phase, 60 cycle units, complete with new switchgear incorporating protective relay and metering equipment, including also about 20 miles of three-phase transmission line serving over 700 consumers.

These assets, including an exclusive Government franchise are now available as a going concern in an area of reportedly virtually unlimited scope for development in the refrigeration and electric engineering fields.

Copies of detailed information and data sheets, including layout drawing of the present transmission system and a copy of the Cayman Islands Electricity Regulations, including pertinent major points of the Cayman Islands Government franchise may be obtained on payment of $30 to: The Official Liquidator, Cayman Islands Public Service Co., Ltd., P.O. box 307, Grand Cayman; Cayman Islands, B.W.I.

Addressing tenders

The above sum is non-refundable under any circumstances. One copy of the tender should be submitted to the Administrator of the Cayman Islands, Administrator's Office, Grand Cayman, the Cayman Islands, B.W.I., and two copies to the Official Liquidator, P.O. box 307, Grand Cayman, Cayman Islands, B.W.I. in sealed covers superscribed: "Tender for Cayman Islands Public Service Co., Ltd. Assets."

Tenders must reach the Liquidator and the Administrator of the Cayman Islands not later than 12 noon, E.S.T. June 30.

Tenders will be opened publicly two hours later the same day in the office of the Administrator of the Cayman Islands, in the presence of the Official Liquidator and of any tenderer who may wish to attend.

The Liquidator is not bound to accept the highest tender.

Turkish tourist firm wants hotel, resort village joint venture

U.S. investor offered equity in return for participation

A new Izmir tourist firm would like to negotiate a joint venture with a U.S. investor to furnish and equip a nearly-completed hotel in Izmir and establish a resort village about 50 miles away.

Total cost of the entire venture is estimated at about $700,000.

The project's promoters hope to offer a flexible vacation package to the growing number of European tourists who visit the Eastern Mediterranean area.

A U.S. investor is offered equity in the firm in any amount, including equity control.

Approximately $50,000 of the foreign participation could be in kitchen equipment for the resort village project such as a water chlorinator, ice maker and beach and sports equipment. Other equipment and construction materials would be purchased in Turkey.

Leasing planned

According to the firm, it plans to lease the Izmir Chamber of Commerce's 100-bed hotel on Izmir's residential waterfront. Annual rental is reported to be $27,000 and an investment of about $156,000 will be required for the hotel's furnishings and equipment.

The location for the resort village has been leased from the Turkish Government. It is a 115-acre peninsula set in a well-protected cove on the Bay of Izmir. The firm hopes to purchase the property outright at a later date.

Plans call for the village to be composed of cabins, cabanas, sporting facilities and a restaurant at an estimated cost of about $500,000. The project is to be completed in stages, the first stage to be ready for 100 tourists by the summer of 1966 at an estimated cost of $220,000.

It is reported that Turkey's Aegean coast is likely to become a center of tourism. Transportation by land, sea and air is available.

Write: The 1001 Nights Tourism Corporation, Cumhuriyet Bulvari 124, Izmir, Turkey. **WTD★.**

German firm offers licensing opportunity

Manufacturer of tube caps seeks U.S. firm to produce under license a plastic self-sealing tube cap which can be manufactured as a component of all types of tube containers, such as tubes for tooth paste and cosmetic cream.

The cap has a U.S. patent existing. It requires no unscrewing or screwing and tube contents cannot become dry or unusable.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to file No. 1195R.

ANTI-CORROSIVE COATINGS

Manufacturer of industrial adhesives, anti-corrosive coatings and timber preservatives would like a license from an established U.S. firm to make anti-corrosive coatings.

Write: Brooklyn Laboratories, (Pty), Ltd., Stewart St., Goodwood, Cape Province, or P.O. box 4681, Cape Town, South Africa. **WTD.**

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

***WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.**

Thai, U.S. interests to form $30 million kraft paper plant

Negotiations completed for joint venture in manufacturing project

The Government of Thailand has approved formation of the Thai Paper Industries Company, Ltd., a $30 million joint venture between Thai and U.S. interests, marking a significant step forward in Thailand's industrial development.

A broad spectrum of private interests in both countries are responsible for successful conclusion of the negotiations. Thai investors in the enterprise include major industrial, business and financial concerns, while 20,000 fully participating common shares will be made available to any buyer in Thailand.

Principal U.S. shareholder is Parsons and Whittemore/Lyddon, one of the world's largest builders of paper plants and manufacturers of paper-making equipment, which will provide management and technical direction. A number of U.S. banks will provide additional financing. The project was developed in its entirety by the American Capital Corporation.

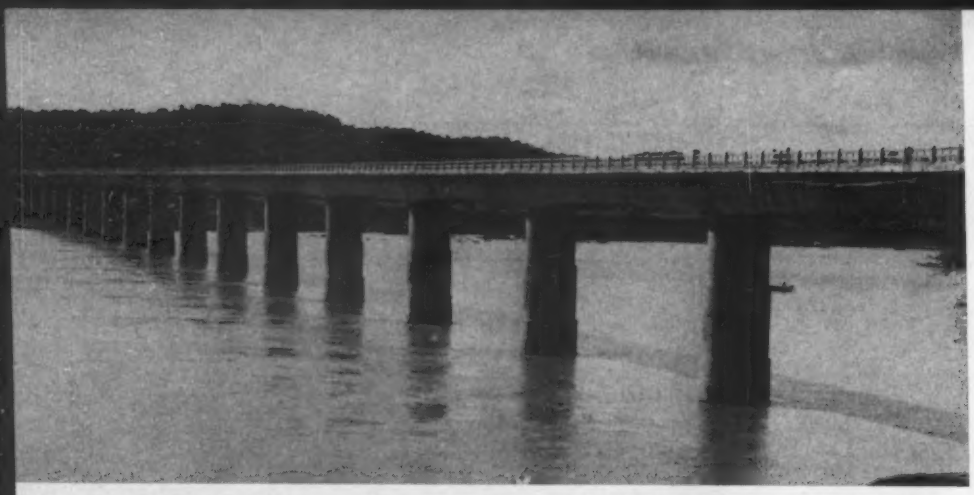
Time schedule given

Time schedule for the project calls for completion of financial arrangements by May 1; completion of design and planning by Sept. 1; beginning of construction by Oct. 1; and start of production by Oct. 1, 1967.

Kraft paper manufacturing is generally regarded as a heavy basic industry and can be expected to become the center of scores of satellite and supplier companies. As Thai commodities will account for a high percentage of raw materials used in the plant, new opportunities will be created for Thai farmers and other suppliers.

The pulp mill and paper plant will become major employers of Thai workers, and will offer opportunities for young men and women with technical skills and higher education.

Of great importance to Thailand itself are the substantial savings in foreign exchange which will result from the project.



SPANS SPRING up across India as part of the country's economic development through foreign investment.

Indian bridge builder seeks joint venture with U.S. enterprise

Establishment of heavy industry manufacturing plant contemplated

A highly reputed firm of Indian structural engineers and contractors mainly engaged in designing and constructing bridges requests a joint venture arrangement with a U.S. engineering organization to establish a heavy industry manufacturing plant.

The plant would design, fabricate and erect heavy and medium steel bridges, steel buildings, framed multi-storied structures and plate work, and manufacture equipment such as derricks, winches, turbine housings and hydraulic gates.

The Indian firm states it has adequate finances available to cover its share of the capital required.

Requirements for plan

The U.S. enterprise would be expected to furnish technical assistance, engineering know-how and the foreign exchange required to purchase the machine tools and welding equipment necessary to equip the new plant.

Firms seriously interested in this proposal but needing additional information can obtain further pertinent details of the Indian concern's plans by contacting Bureau of International Commerce, Office of International Investment, Investment Resources Division, Department of Commerce, Washington, D.C. 20230, prior to writing: S.B. Joshi and Co., Ltd., 35 Dalal St., Fort, Bombay 1, India.★

FISH FEED PELLETS

Norwegian producer of fish meal, marine fats, oils wishes to conclude licensing agreement with U.S. concern with know-how required to produce feed pellets for trout farms.

Write: Trygve Kroepelien, Managing Director, A/S. Flesland Fabrikker, 18 Strandgaten, Bergen, Norway. **WTD.**

ELECTRIC MEASURING APPARATUS

Manufacturer of electric, electronic measuring apparatus, voltmeters, ammeters seeks agreement with U.S. firm to manufacture, sell complementary types of electric, electronic measuring apparatus on a reciprocal basis.

Write: Radio Controle, S.A.R.L., 141 rue Boileau, Lyon, France. **WTD.**

SHOWER, COOKING EQUIPMENT

Licensing arrangements sought for New Zealand production of thermostatically controlled shower bath heads or valves for use by hospitals and hotels, and thermostatically-controlled high temperature commercial oil cooking equipment with automatic features.

Write: Kenneth A. Martin, Director and Sales Manager, Arthur Martin, Ltd., P.O. box 2748, Auckland. **WTD.**

LICENSING ARRANGEMENT

Company manufacturing precision proportional temperature controllers, platinum resistance thermometers, read-out and recording extensometers, eddy current and ultrasonic non-destructive test equipment seeks licensing and/or cross-licensing arrangement with U.S. company for manufacture in United Kingdom of items complementary to existing line.

Write: C.N.S. Instruments, Ltd., 61/63 Holmes Rd., London, N.W. 5, England. **WTD.**

Indian manufacturer wants technical help

An Indian firm with plants in Bombay and Calcutta seeks U.S. technical collaboration and a license to manufacture pneumatic cylinders, valves and allied equipment.

The firm manufactures foundry equipment and some pneumatic devices but wants to expand its latter operations.

No financial contribution from the U.S. collaborator is sought. The firm wants a license to utilize patents and designs and an option on the benefits of continuing research made by the licensor, along with the requisite technical know-how. Terms of the licensing arrangement are open to negotiations between the parties.

According to the firm, it has received an industrial license from the Indian Government to make light and heavy duty pneumatic cylinders consisting of air cylinders and valves, in varying ranges of from 1½ inch to five inch bores.

At a later date the firm plans to extend its range of production to include special purpose pneumatic devices. Trade sources in India report a wide gap between current demand for these products and their supply from inadequate local production and restricted importation.

Write: Iron and Metal Traders, Pvt., Ltd., (I and MT), Off Magazine St., Near Reay Rd. Station, Mazagaon, Bombay 10, India. **WTD★**

Latin letters of credit for U.S. hit 13-year high

Outstanding letters of credit confirmed by 11 reporting banks in favor of United States exporters to Latin America increased by $15.2 million in February to a 13-year high of $260.9 million, according to the Federal Reserve Bank of New York.

The all-time record of $263.1 million was set in February 1952. The February increase was the eighth in the last nine months and was the largest since an increase of $19.1 million in August 1964. In February 1964 there was a decline of $19.7 million.

Of the 23 countries covered, increases were recorded for 14 and decreases for six. There was little change in the remaining three countries.

Outstanding draft indebtedness of Latin American importers decreased $1.7 million to $248.6 million. This was the third consecutive monthly decline.

Peru to construct 38 buildings in $7 million development; asks bids on ten projects

The Peruvian Government has budgeted over $7 million for 10 separate construction bid invitations in the San Felipe development in Lima.

The 38 building development includes 715 apartments, 58 stores and one nursery, with the bid deadline of 9 a.m., April 30, for all projects, and a 10-month completion date on two projects and 12 months on the other eight.

Specifications are available through April 19, upon payment of amount shown in parenthesis, on the following projects:

Tender No. LP 17-65, $617,780 budgeted for three buildings for 60 apartments and six stores ($55.97);

Tender No. LP 18-65, $823,200 budgeted for four buildings—80 apartments and eight stores ($55.97);

Tender No. LP 19-65, $232,375 budgeted for two buildings for 30 apartments ($55.97)—completion in 10 months;

Tender No. LP 20-65, $1,028,720 budgeted for five buildings—100 apartments and 10 stores ($74.63);

Tender No. LP 21-65, $1,042,708 budgeted for five buildings for 100 apartments, 10 stores and one nursery ($74.63);

Tender No. LP 22-65, $348,004 budgeted for three buildings for 45 apartments ($55.97) completion in 10 months;

Tender No. LP 23-65, $823,200 budgeted for four buildings for 80 apartments and eight stores ($55.97);

Tender No. 24-65, $617,780 budgeted for three buildings for 60 apartments and six stores ($55.97);

Tender No. LP 25-65, $644,163 budgeted for four buildings for 70 apartments and four stores ($74.63);

Tender No. LP 26-65, $849,310 budgeted for five buildings for 90 apartments and six stores ($74.63).

Write: Junta Nacional de la Vivienda, Jiron Huanoavelica 446, Lima, Peru.

United Kingdom plans NATO construction

The Ministry of Public Works has announced a project calling for construction of a 16-room building 780 sq. meters in area.

Construction would consist of brick walls and partitions with a flat roof of felted steel dockings supported on steel lattice beams. External services of 1,100 sq. meters of paving and paths and drainage are also included in the project.

The electrical installation is 50 cycles in heavy gauge screwed conduit and a heating and ventilating system is included.

The estimated cost is £40,000 (£1=$2.80) excluding rotating machinery and external mains distribution which will not form part of the work described.

U.S. firms interested in participating in this project must notify the Ministry of Public Works prior to April 16, c/o U.S. Embassy, London.

Only U.S. firms certified eligible to participate in NATO International Competitive Bidding may participate in this project. Firms not already certified may write to BDSA Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230, for further information.

Korea requests tenders on furnace, boiler units

The Korean Government's Office of Supply in Seoul has released for the Korea Housing Corporation bid invitations to supply and deliver to the Port of Inchon specified domestic heating equipment, related and various items.

Invitation No. is KFX-5015-S, Project (PR) No. 65-PE-1, to be received in above office before 2 p.m., April 22.

The supply items include: 11 (sets) domestic hot water heating boiler units and spare parts; nine (sets) of a different size boiler-burner units; 25 circulators; 142 sets of auto-controlled electric refrigerators for domestic use; 94 auto-controlled electric range sets; one portable concrete tester; one gauge; two block testing sets; one pyrometer; one tele-thermometer; one tele-thermometer, air temperature probe; one tele-thermometer probe; one furnace.

Copy of bid invitation available to U.S. firms, for loan only, from Building Materials and Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

Bailey Bridge parts sought for Burma

Burma has issued an invitation to bid on the supply of approximately 2,375 Bailey Bridge parts.

The list of parts includes base plates, bearings, bolts, braces and frames, panels and pins, post ends, bolts, transom clamps, also button and plain stringers.

The deadline for bidding on Tender No. 71/CS/64-65/GOVT. is April 28.

Write: People's Stores Corporation, Construction Stores (No. 1) Division, Rangoon, Burma.

An invitation to tender, conditions and quantities list is available to firms located in the U.S. on a loan basis, from Building Materials and Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

Kuwait will construct osteopathic hospital annex

The Government of Kuwait's Ministry of Public Works invites U.S. contractors to bid through their "Category 1 or 2" registered Kuwaiti Contractors on constructing an annex to the Osteopathic Hospital in Suleibikhat.

The project cost is estimated at $220,000, with an April 20 bid deadline. Bids are to be valid for 90 days, and accompanied by $11,200 bank guarantee.

Write: Central Tenders Board, Council of Ministers Bldg., Kuwait, for specifications available for an unrefundable $112.

Pakistan extends bridge, construction tender deadline on Indus River project

The West Pakistan Water and Power Development Authority has extended qualification deadline for bridge construction over the Indus River at the Tarbela Dam Project site.

Applications from interested firms must be received in duplicate on or before the extended date, April 22, by Tippetts-Abbett-McCarthy-Stratton International Corp., Attn.: Tarbela Dam Project Engineer, 375 Park Ave., New York, N.Y. 10022.

The site of this substructure construction and bridge approaches project is 30 miles upstream at Attock in the western part of the Hazara District, 75 miles northwest of Rawalpindi. Tenders will be invited in April from contractors, who have been prequalified by the Authority.

The bridge structure is to consist of 22 piers and two abutments, one to sit directly on a spread footing, the other supported by reinforced concrete columns on a spread footing.

Eighteen of the 22 piers are to be steel pipe set in tremie concrete pads with concrete cap beams under 19 steel deck girder spans, each 130 feet long; and four concrete piers tremie-cast in sheet pile cells under three deck truss spans, one 400 feet long and two 200 feet each.

Approximately 360,000 cubic yards of fill are contained in the approaches which will be 2,800 feet long. Separate contracts will be issued to supply, fabricate and erect the superstructure steel and also the substructure steel pipe piling and interlocking sheet piling.

Completion of the bridge and approaches is planned by June 1966.

3 NATO road projects open to U.S. bidders

The Federal Republic of Germany has issued Notices of Intent for three NATO construction projects in lower Saxony which are open to U.S. firms certified to participate in international competitive bidding.

Project 68-25-43-21-39 involves the construction of 12,000 sq. meters of road and a 650 sq. meter partially-heated building, with ancillary services and utilities.

Project No. 68-25-43-21-41 also calls for 17,500 sq. meters of road and buildings (850 sq. meters), plus utilities, fencing, and 1,750 meters of telephone cable.

Project 68-25-43-21-40 once again calls for 12,000 sq. meters of roads and 650 sq. meters of buildings, plus utilities, fencing and 1,600 meters of telephone cable.

The deadlines for filing applications on the three projects and fee payable on application are as follows: April 21—DM80 (about $20); May 12—Dm 80; April 30—Dm. 80.

A copy of a specially-designated questionnaire and the invitation to bid are available to U.S. firms eligible to participate in NATO international competitive bidding from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. Firms not already certified may write to the Staff and request the pertinent information.

Sudan wants tenders on aerial cotton spraying

The Sudan Gezira Board has invited tender No. 1965/66 with a deadline of 12 noon, May 1 for aerial spraying of insecticides on a minimum guaranteed cotton areas of 511,000 feddans, located and apportioned as specified.

Tenders may be submitted for one or all of the total areas specified, but allocation of areas is at the discretion of the Sudan Gezira Board who reserve the right to alter or reallocate areas to be sprayed on 48 hours notice.

Tenders should be submitted in sealed envelopes marked "Tender for aerial spraying of cotton" to: Assistant General Manager, (Supplies), Sudan Gezira Board, Barakat, Sudan.

Tender documents and condition of same are also available at the above address. Tenders must be accompanied by a deposit of 500 Sudanese Pounds by check certified by the Drawers' Bank which will be refunded to unsuccessful tenderers with the notice of adjudication.

Successful tenderer/s will be required to pay 10% of the total value of the contract awarded as a deposit. Such deposit will be kept in safe custody and will be released after satisfactory completion of contract. In case of default, this deposit will be forfeited.

Lebanon council invites bids for construction of silo

The Lebanon Executive Council for Major Projects invites international tenders for the construction and equipping of a 35,000-ton-capacity wheat silo.

June 1 is bid deadline on this estimated $3.3 million project, to be constructed in the third basin of the Beirut Port Co. for storing imported wheat.

A consultant prepared feasibility studies to transform into silos the Wheat Office warehouses, located in Tell Amara in the Bekaa district, for locally produced wheat storage. Plans also call for a smaller silo to be constructed in Tripoli, Lebanon.

Tender documents, conditions and drawings are available to specialized companies for $165. To speed delivery of these documents to bidders, documents can be airpouched directly from the Bureaux de Service des Travaux Portaires, Kachakjian Bldg., 3rd floor, Bir Hassan, Beirut.

Tenders must reach the Directorate General of the Executive Council for Major Projects by noon June 1, for bid opening on June 2.

Saudi Arabia invites road construction bids

The Ministry of Communications, Jidda, Saudi Arabia, invites firms to bid on the Wilson-Murrow-designed Hanakiya-Naqra Road which is approximately 71 miles.

This is a portion of the Medina to Burayda Road and contractors, who are not on the Ministry's prequalification list, should submit their documents and proof of road construction experience by April 16. Tender documents are available for $444.44 until May 10.

A May 30 deadline has been set for firms to submit bids and bank guarantee or refundable deposit of $1,111.10.

If duplicate tenders are submitted the companies having local associates or partners will be preferred.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

195 Small Arms

FRANCE—Small firearms for amusement, sport, such as civilian repeating rifles, shotguns (double or single-barrel); air-rifles, air-pistols, also ammunition. Agency and distributorship desired for Senegal, Guinea. Requests replies with price lists, descriptive literature. Etablissements Chavanel, S.A. (importer, exporter, wholesaler), 28 Allees d'Orleans, Bordeaux, Gironde. WTD 2/24/65.

201 Meat Products

FRANCE—Frozen meat and offals. Direct purchase and agency. Georges Moreau (importer, agent), 55 Bld. de Sebastopol, Paris 2. WTD 11/19/64.

203 Canning, Preserving Foods

FRANCE—Frozen fish; frozen fruits, vegetables, fruit juices; direct purchase and agency. Societe COGEQ, S.A. (dealer), 48 rue Sedaine, Paris XI. WTD 6/30/64.

213 Tobacco

GERMANY—All types of raw tobacco. Blauband Zigarren- und Stumpenfabriken Frank G.m.b.H. & Co. (manufacturer, wholesaler), 7701 Watterdingen, Kreis Konstanz. WTD 3/10/65.

220 Textile Mill Products

FRANCE—Cotton broad woven fabrics and cotton piece goods (printed or plain); "crimplene" textile materials; cotton denims and rayon mixtures, related popular priced articles for sale in Senegal, Gambia, Mali. Agency, distributorship preferred. Requests replies with price lists, descriptive literature. Etablissements Maurel & Prom (importer, exporter, wholesaler), 18 rue Porte-Dijeaux, Bordeaux, Gironde. WTD 3/5/65.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

FRANCE—Plain dacron fabrics (55% dacron

45% april, 60" wide, with scotchgard finish). Manufacture de la Nation (manufacturer), 15 rue Martel, Paris 10. WTD 11/12/64.

229 Textile Goods

FRANCE—Synthetic textiles for presses, dryers (laundry, dry-cleaning industries), direct purchase and agency. A. Thillou (importer, wholesaler), 8, rue Mollien, Boulogne-Billancourt (Seine) WTD 11/19/64.

GERMANY—New cotton remnants for manufacture of polishing discs; requests price quotations cif Bremen. Hans-Otto Lammert (importer, manufacturer), Postfach 121 or 10-12 Zum Eidhagen, 484 Rheda/Westf. WTD 3/15/65.

239 Fabricated Textile Products

FRANCE—Laundry nets; direct purchase and agency. A. Thillou (importer, wholesaler), 8, rue Mollien, Boulogne-Billancourt (Seine). WTD 11/19/64.

263 Paperboard Products

● **NEW ZEALAND**—Paperboards, papers of various sizes, weights: 185,000 sheets white index board; 44,000 sheets blue, buff, cerise, green, salmon, and yellow index board; 43,000 lb. buff and light blue colored manila in 200 lb. reels with 3 in. diameter cores; 270 reams white lithographic printing papers; 620 reams amber wove, cerise, green, salmon tinted writing papers. Tender No. P & S-1625, bid deadline April 16. New Zealand Government Printer, Waterloo Quay, Wellington. Copies of tender and detailed specifications available from New Zealand Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C. 20036. (Telephone: 202-FE 8-8820).

281 Industrial Chemicals

● **BURMA**—Sodium hydrosulfite, 99%, 50-kg. iron drums with polyethylene lining, 300 mt. for immediate shipment; bleaching powder (chlorinated lime), 34-36% active chlorine, 50-kg. iron drums, 200 mt. total, for May-June shipment; sodium sulfide (broken), 60-62% Na_2S, 200-kg. iron drums, 300 mt. total in equal shipments May, June, July; sodium silicate, 140° TW, 200/300-kg. iron drums, 2,500 mt. total for May, June, July, August shipment; caustic soda, flake, 98-100%, in 50-kg. iron drums with polyethylene lining, 200 mt. total for May-June shipment. Quotations should specify f.o.b. port of shipment and c and f net Rangoon for each item in pounds sterling. Tender No. IT93/18/64-65, bid deadline April 20. Government of the Union of Burma, People's Stores Corporation, Chemicals and Dyes Division No. 18, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3468).

GERMANY—Chemicals for sanitary purposes; chemicals for water treatment. Direct purchase and agency. Chemie- und Filter GmbH (manufacturer), 69 Heidelberg-Kirchheim, Albert Fritz-Strasse 27. WTD 3/11/65.

● **IRAQ**—Caustic Soda, 98% N_aOH minimum, 1000 lt., in 400 or 750 lb. new steel drums. Tender No. 6/65, bid deadline April 24. Warehouse and Purchasing Dept., Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-3465).

PAKISTAN—Ammonium sulphate, containing minimum 20.5% nitrogen, shall be crystalline, free flowing, reaction neutral acid content not to exceed 0.03% by weight. Moisture content not to exceed 2%, conform to U.S. specification O-A-515 dt. Nov. 3, 1952: Importer manufacturer's representative requests price quotations c & f Karachi. Direct purchase and agency. Adil Bros., Baitul Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

283 Drugs

SOUTH AFRICA—Veterinary preparations. South African Stock Feeds, (Pty), Ltd., (manufacturer, retailer, wholesaler), P.O. box 340, Brakpan—Transvaal. WTD 3/16/65.

284 Soap, Detergent, Cleaning Preparations, Cosmetic

AUSTRALIA—Industrial cleaning compounds (grease and oil absorbent clays); direct purchase and agency. Delvex Chemicals, Pty., Ltd., (manufacturer), 40 Glenn Ave., Northmead, N.S.W. WTD 3/15/65.

ENGLAND—Cosmetics, toilet preparations for colored people. Agency and direct purchase. James Hardcastle, (Specialties), Ltd., (wholesaler, sales agent), 430/4 Edgeware Rd., London, W.2. WTD 3/3/65.

FRANCE—Solvents, degreasing, for dry-cleaning industry; direct purchase and agency. Etablissements Laurent, (dealer), 34/36 rue Robert-Legeay, Creteil (Seine). WTD 11/19/64.

Solvents, degreasing, for dry-cleaning industry. Teinturerie Lavergne, (dyers), 4 Place de la Republique, Chateauroux (Indre). WTD 11/16/64.

287 Agricultural Chemicals

● **HONG KONG**—Ammonium sulfate, 21% N—16 mt.; superphosphate, 19% P_2O_5—35 mt.; muriate of potash, 60% K_2O—6 lt.; bone meal —2½ lt.; urea, 1 mt.; agricultural lime—4 mt.; magnesium sulfate—1.5 mt.; sulfate of potash—2 mt.; basic slag, 1 mt. Tender No. C/2/16/65, bid deadline, April 15. Controller of Stores, Stores Dept., Oil St., Hong Kong. ★ (Telephone: 202-WO 7-2008).

● **SUDAN**—DDT, 25% e.c., 557,000 imperial gal.; endrin, 20% e.c., 20,000 imperial gal.; dimethoate, liquid concentrate containing min. of 3.2 lb. dimethoate per imperial gal., 87,000 imperial gal.; metasystox, miscible liquid containing 50% w/v of metasystox, 1,500 lit. Tender No. Contract SGB/Sup/10-A, bid deadline April 10. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-3910).

● **U.A.R.**—DDT, 25% E.C., 600 imperial gal.; white cresol disinfectant, emulsion type, 6-8% phenols, 600 imperial gal.; BHC, 20% gamma isomer, 300 imperial gal.; chloride of lime, 896 lb., for use by U.N. Forces in U.A.R. Tender No. 5-21416, bid deadline April 14. (Chemicals to be delivered to E. R. Baker, Port Said, U.A.R.) United Nations, Purchase and Transportation Division, Rm. 2152, New York. (Telephone: 212-PL 4-1234, ext. 152).

289 Chemical Products

FRANCE—Adjuvant products (boosters) for cleaning leather articles and/or leather nutrition. Etablissements Aivlys, 60. rue de la Vanne, Montrouge (Seine). WTD 11/18/64.

291 Petroleum Refining

ITALY—Lubricating oils, greases for automobiles, requests replies in Italian. Vincenzo Floridia, (retailer), Via Marchese di Villabianca 181, Palermo, Sicily. WTD 3/11/65.

299 Products of Petroleum, Coal

PAKISTAN—Lubricating oil U.S. specification MIL-L-6082-C, 9000 imperial gal. packed in 45 imperial gal. 18 gauge new steel drums. Importer manufacturer's representative requests replies from manufacturers with price quotations c & f Karachi; direct purchase and agency. Syed Bros. Oils (importer, manufacturer's agent), 75 The Mall, Lahore. WTD 2/27/64.

301 Tires, Tubes

● **BURMA**—Bicycle tires, tubes, 462,300 each. Tender No. 2/V/BT&T 6y-65, bid deadline April 13. Government of the Union of Burma, People's Stores Corporation, Motor Vehicle & Other Transport Equipment Division, No. 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-3381).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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307 Plastic Products

FRANCE—Plastic articles of all types used in building industry; electric, plumbing, sanitary installations. Also household, camping plastic items, floor and wall coverings, sheet materials (insulation, stuffing, vibration absorbers); plastic hoses, pipes, connectors, fittings for industrial, other uses; requests replies in French. Societe les Produits de l'Industrie Moderne, (S.P.I.M.) (wholesaler, agent), 17 Blvd. Riquet, Toulouse, Haute-Garonne. WTD 1/15/65.

311 Leather Tanning, Finishing

FRANCE—Chromed butt splits, pickled butt splits, weight from 8 to 12 lb., free from warble holes, blind warbles, good quality, suitable for fabrication of velvet, napa leather. Chromed calf-skin leather straps, related lines. Direct purchase from producers, exporters in lots of 10 mt. per month. Tanneries de Villefranque, (leather processors), Villefranque, Basses-Pyrenees. WTD 3/10/65.

320 Stone, Clay, Glass Products

FRANCE—Building materials of all categories, including water-proofing systems for flat roofs, roofing tiles (under tropical conditions). Agency and/or distributorship desired for Senegal, Mali, Gambia. Requests replies with price lists, catalogues. Etablissements Maurel & Prom, (importer, exporter, wholesaler), 18 rue Porte-Dijeaux, Bordeaux, Gironde. WTD 3/5/65.

322 Glassware

● **BURMA**—Glass tumblers, 40 000 doz., various sizes. Tender No. P11/19-64/65, bid deadline April 23. People's Stores Corp., Household Goods Division, Rangoon.★ (Telephone: 202-WO 7-4387).

326 Pottery

NEW ZEALAND—Household china, earthenware, porcelain or stoneware in medium price lines. Kenneth A. Martin, Director and Sales Manager, Arthur Martin, Ltd. (manufacturer), P.O.Box 2748, Auckland. WTD 11/8/63.

331 Steel Mill Products

● **BURMA**—Bar Flats: 6 tons 2"x¼"; 65

tons 2"x⅜", 21 tons 1½"x¼". Tender No. 67/CS/64-65Govt., deadline April 28. Division Manager, Construction Stores No. (1) Division, People's Stores Corporation, Rangoon.★ (Telephone: 202-WO 7-2363).

Bars, bar size angles: 50 tons flats, ⅛"x½" to ½"x1¾"; 2 tons squares 1"x1" to ⅝"x⅝" and 195 tons angles, 1¼"x1¼"x¼" to 1¾"x 1¾"x¼". Tender No. 68/CS/64-65/Govt., bid deadline April 28. Division Manager, Construction Stores No. (1) Division, People's Stores Corporation, Rangoon.★ (Telephone: 202—WO 7-2363).

● Wire rope: galv., 15 coils, 720 ft. per coil 1½" cir; plain, 50 coils, 1000 ft. per coil 1⅝" to 2¼" cir. Tender No. 45 V (64-65) CGT, bid deadline April 26. Division Mgr., Motor Vehicle & Other Transport Equipment Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● **IRAQ**—Tool Steel: 25 tons hexagons, 12 ft. long x ⅜" to 4". Tender No. 46/65, bid deadline April 15. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2363).

● C. R. electrolytic tinplate (0.75 lb. coating): 2,688,000 pcs. 18⅝"x28⅜"x30 B.G. (107 lb. basis) and 518,000 pcs. 20 3/16"x 30⅜"x30 B.G. (107 lb. basis). Tender No. 4/65, bid deadline April 20. Government Oil Refineries Administration, Baghdad.★ (Telephone: 202—WO 7-2363).

PAKISTAN—Galvanized sheets, 8'x3', BG 24-30; mild steel black sheets, 8'x3', BG 16-30; tinplate, 30 gauge; 18¾'x28', 20'x30'; m.s. plates, 8'x4'x⅛"-1"; cuttings of tinplates, 18'x24'; galvanized iron pipes, 4", 5", 6"; black pipes, ½"-6". Requests replies from manufacturers, quotations c&f Karachi. Swift Traders (importer, manufacturers' representative), 69 Wazir Mansion, Nicol Rd., Karachi 2. WTD 3/1/65.

● Sheets, tinplate, structural shapes, galv. wire: 41 tons sheets 8'x4'x1/16" to ½"; 1000 pcs. tinplate 20"x28"x22 S.W.G.; 30 pcs. tinplate 20"x14"x30 S.W.G.; 100 tons str. shapes 12" x6", 54 lbs. per ft., 75 tons galv. wire, 7-strand, 17S.W.G. (for signals), 25 tons galv. stay wire, 7/10 S.W.G. Tender No. PR-1/65/PMP/5, bid deadline April 15. Government of West of Pakistan Railway Board, Lahore.★ (Telephone: 202—WO 7-2363).

● **SUDAN**—Supply of permanent way materials for 90 lb. rails: 276,000 tie plates; 552,000 elastic clips; 552,000 screw spikes, ⅞"; 43,000 joint bars and 86,000 bolts. Tender No. 3246, bid deadline April 21. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202—WO 7-2363).

Rails: 20,000 mt. of 90.76 lb. rails 36 ft. long, B.S.S. 11-1959, section one for general requirements, section two for rail section. Tender No. 3247, bid deadline April 21. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202—WO 7-2363).

332 Iron, Steel Foundries

● **GUATEMALA**—Cast iron pressure pipe, fittings; cast iron gate valves for irrigation, and to supply drinking water to town of Coatepeque. Tender No. 21-TF-24-11-64, deadline 9 a.m., April 22. Complete specifications available for $5. Instituto de Fomento Municipal, 6a. Avenida 1-73, Zona 4, 2o. piso (Seccion Comercial), Guatemala City, correspondence in Spanish preferred.

333 Primary Smelting, Refining of Non-Ferrous Metals

● **INDIA**—Zinc slabs (98.5% purity min. grade Zn. 98.50 to I.S.S. 209/1956 or ASTH Specification B-6/49), 3554 mt. Tender No. P/SR-5/2022/032-A, bid deadline April 27. Tin ingot 99.75% purity min. to IS-26/1956 (refined quality) in mfr's. standard weight, size, 168 mt. Tender No. P.SR-5/2022/031A/I, bid deadline April 29. Tin ingot purity min. 99.75% (refined quality) in mfr's. standard weight, size and IS-26/1956, 198 mt. Tender No. P.SR-5/2022/034-A/I, bid deadline May 11. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 each (in advance) from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. D/ENQ/1632, 1635, and 1638, respectively.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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342 Cutlery, Hand Tools, General Hardware

ITALY—Hand tools, implements; nails, bolts, screws; locks, keys. Fratelli Virlinzi s.n.c., (importer, wholesaler, retailer, manufacturer's agent), 278 Via Umberto, Catania, Sicily. WTD 3/5/65.

NEW ZEALAND—Ring spanners, socket wrench sets, related automotive hand tools built to both skf and sae standards. Building, plumbing, household hardware. Kenneth A. Martin, Director and Sales Manager, Arthur Martin, Ltd. (manufacturer), P.O. Box 2748, Auckland. WTD 11/8/63.

PAKISTAN—Hand, power-driven tools, drill bits, taps, dies, collets, craftsmen's measuring tools. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Aeronautical Equipment Co. (importer, manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Accessories for fuel oil storage tanks such as meters, leak controls, corrosion inhibitors. Direct purchase and agency. Walter Fischer, (manufacturer, wholesaler, agent), 7 Stuttgart 1, Leuschnerstrasse 9. WTD 3/11/65.

344 Fabricated Structural Metal Products

GERMANY—Accessories for the installation of ventilating systems, air conditioning equipment such as flexible and rigid connectors, clamps, fasteners, tapes, fans, sound absorbers. Direct purchase and agency. Walter Fischer (manufacturer, wholesaler, agent), 7 Stuttgart 1, Leuschnerstrasse 9. WTD 3/11/65.

SWEDEN—Heat exchangers for liquids, gases. Ab Ernils (manufacturer, wholesaler), Spannmalsgatan 16, Goteborg C. WTD 10/24/63.

345 Screw Machine Products

● **IRAQ**—Varying sizes, quantities of brass, wood screws. Tender No. 47/65, bid deadline April 22. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

FRANCE—Household hardware: ovenware, bakeware, cookware, aluminum, other categories; mincers, slicers; wire dish racks; vegetable stands; kitchen gadgets, tool sets; potato mashers; pastry servers; low and medium-priced related items for kitchen or household use, including enameled utensils. Agency, and distributorship desired for Senegal, Guinea. Requests price lists and catalogues. Etablissements Chavanel, S. A. (importer, exporter, wholesaler), 28 Allees d'Orleans, Bordeaux, Gironde. WTD 2/24/65.

FRANCE—Kitchen tools, gadgets (of a novelty character); direct purchase and agency. Technique Service Gruber (manufacturer, exporter, wholesaler), 3 rue Guynemer, Vincennes (Seine). WTD 10/28/64.

VENEZUELA—Stamped and pressed metal cooking, kitchen household utensils. Exclusive distribution for Caracas, central states of Venezuela, requests replies in Spanish. Equipos del Hogar C.A. (importer, distributor, sales agent), Calle Real de Sabana Grande No. 239, Caracas. WTD 3/10/65.

349 Fabricated Metal Products

● **EL SALVADOR**—Varying sizes, quantities of gate valves, pipe fittings. Tender No. IM 8/65, bid deadline April 19. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a Avenida Norte No. 512, San Salvador. Specifications available in Spanish.★ (Telephone: 202-WO 7-5589).

FRANCE—Metallic garment hangers for use in dry-cleaning, dyeing industries. Etablissements Aivlys, 60, rue de la Vanne, Montrouge, Seine. WTD 11/18/64.

PAKISTAN—Railroad points and crossings for 75 lb., 90 lb., 100 lb. rails for use of local railroads. Requests replies from manufacturers, quotations f.a.s New York. Direct purchase and agency. Guest, Keen and Nettlefolds, Pakistan, Ltd. (importer, manufacturers' agent), P.O. Box 228, Karachi. WTD 3/11/52.

351 Engines, Turbines

● **BRAZIL**—U.S. manufacturers of hydraulic turbines are invited to apply to Central Electrica de Furnas S.A. (Furnas) rua San Jose, 90-3° andar, Rio de Janeiro-GB for applications for pre-qualification of bidders for the first stage (4 francis units totalling 892,000) of Estreito hydro-electric development on Grande River, State of San Paulo. Applications must be filed by April 20. Invitations for tender will be issued in the second half of 1965 IBRD to participate in financing project.★ (Telephone: 202-WO 7-4242).

GREECE—Engines, gasoline, 2-cycle with 100 cc. piston displacement, and 4-cycle up to 180 cc. piston displacement. George A. Makris (importer, wholesaler), 30 Petraki St., Athens 126. WTD 3/1/65.

352 Farm Machinery

FRANCE—Agricultural machinery, such as machines for preparing crops for market and for use. (not yet put on French market). Ets Alvan-Blanch France S.A. (importer, wholesaler, agent), 4, Blvd. Joffre—Milly-la-Foret, Seine-et-Oise). WTD 11/19/64.

● **IRAQ**—15 insecticidal fog applicators. Tender No. 6/65, bid deadline May 30. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-4319). Documents may be obtained from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, upon payment of $2.80 plus $.70 air mail charges.

353 Construction Machinery

● **BURMA**—Quotations requested for per unit prices of each of the following items: General purpose concrete buckets, rated at one cu. yd. capacity similar to Gar-Bro make; concrete carts, two wheel type, heavy duty pneumatic tired, eight cu. ft. capacity; 300 sections of steel sheet piling, 30 ft. long, Quotation No. 70/CS/64-65/GOVT, bid deadline April 28. Government of the Union of Burma, People's Stores Corp., Construction Stores No. (1) Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

FRANCE—Construction, excavating, maintenance machinery (not yet put on the French market). Ets Alvan-Blanch France S.A. (importer, wholesaler, agent), 4, Blvd. Joffre, Milly-la-Foret (Seine & Oise). WTD 11/19/64.

GREECE—Supply, installation, commissioning of mining equipment necessary for operating second open-pit lignite mine near Kardia village, in Ptolemais area. One or two excavators for overburden, capacity about 1,240 cu. m. per hr.; four bucket-wheel excavators, capacity about 680 cu. m.; two spreaders, crawler type, capacity about 5,600 cu. m.; one belt conveyor system, length about 18 km., consisting of a total of 17 belts; auxiliary equipment, parts. Procuring agency has invited "experienced" foreign firms interested in bidding in forthcoming international tenders (no deadline set yet) to declare interest in writing to Ptolemais Lignite Mining & Industrial Co., Ltd. (LIPTOL), 27 Kaningos St. Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Global tenders for one crawler mounted crane, approx. seven ton lift capacity, diesel powered, equipped with 30' boom. Tender No. SF-6/5612/073A, bid deadline April 30. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref. D/ENQ/1634) upon payment of $1.75 each (payable in advance).

● **IRAN**—Three units pneumatic winch, single line-track, 10 tons per hr. power demand, 200 meters tractive force, 30% traction angle and hand and foot brakes complete with steel wire rope, exterior protection and Mounted on solid section steel frame. Tender No. 18, bid deadline April 17. The Steel Corp. of Iran, Tehran.

● **IRAQ**—Four fork lift trucks, 7-8 ton capacity; seven fork lift trucks, two tons capacity; six mobile cranes, six ton capacity; and one crane, capacity 15/25 tons. Tender No. 10/65, bid deadline May 17. Specifications are available from Iraqi Ministry of Communications, Baghdad, or Iraqi Ports Administration, Basra, for $5.60.

ITALY—Construction, materials handling machinery, equipment, i.e., bulldozers, scrapers, loaders, earth-moving equipment, concrete mixers. Fratelli Virlinzi s.n.c. (importer, wholesaler, retailer, manufacturer's agent), 278 Via Umberto, Catania, Sicily. WTD 3/5/65.

354 Metalworking Machinery

GERMANY—Aircraft ground servicing equipment, accessories, automotive-maintenance type; direct purchase and/or agency. Price quotations cif European ports. Rhein-Flugzeugbau GmbH. (manufacturer), Flugplatz an der Niersbruecke, 405 Moenchengladbach. WTD 3/12/65.

ITALY—Machine tools for wood and metal working industry. Fratelli Virlinzi, s.n.c., (importer, wholesaler, retailer, manufacturers' agent), 278 Via Umberto, Catania, Sicily. WTD 3/5/65.

PAKISTAN—Machinery to equip plant for manufacturing springs for automobiles, trucks. List of machines, specifications available on loan basis from Trade Opportunities Staff, BDSA 6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Importer, manufacturers' representative requests replies from manufacturers, quotations c&f Karachi. Amirali Automobiles Ltd., Shiren Manzil, Victoria Rd., Karachi 3. WTD 11/3/64.

Tools, workshop equipment, including lathes, 4" to 16" bed length, height 4" to 12"; grinding wheels up to 16" dia. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Swift Traders (importer, manufacturers' agent), 69 Wazir Mansion, Nicol Rd., Karachi-2. WTD 3/1/65.

● Heavy-duty portable electric drills suitable for 230 volt, 50 cycle, AC/DC supply: 12 ½" drills, and six 1" drills with bench stands and accessories; 30 right hand cutting high speed drill sets; 501 lead sealing pliers with 20 gross seals; and 10 complete tool repair sets for electrical measuring instruments. Tender No. PR-1/65/PMP/5, bid deadline April 15. Government of West Pakistan Railway Board, Lahore.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

ECUADOR—Equipment for manufacturing acrylic sheets (plastic extrusions). Plasticos "Soria", S.A. (manufacturer), Casilla 1291, Guayaquil. WTD 2/26/65.

FRANCE—Packaging machinery for food products. Deroide & Chaudat (importer, dealer), 29 bis rue Princesse, Lille (Nord). WTD 8/5/64.

Autoclaves for use in dyeing industry; spinning, weaving machinery; direct purchase and agency. S.F.R.I.R.—Ste Francaise de Representation Industrielle et de Reinvestissement (importer, wholesaler), 1, Bld Malesherbes, Paris, 8e. WTD 11/16/64.

KENYA—Boxmaking and printing machines, used or reconditioned, not older than 5 or 6 years; Gluing and folding machine; guillotine cutting machine; cutting and creasing machine; litho press; spirit varnishing machine, infra-red drying. Toilet roll rewinding machine. Twentsche Overseas Trading Co. (E.A.) Ltd. (exporter), Government Rd.; P.O. Box 30038, Nairobi. WTD 9/8/64.

SWEDEN—Machinery, equipment for paint, varnish industry; drect purchase and agency. Viktor Ramell (wholesaler, agent), Kungspassagen B. Goteborg C. WTD 3/17/64.

● **TAIWAN**—Two automatic spacer, paper cutters. Length of cut: 52-57 in. Tender No. GF2C-20805, bid deadline April 19. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5589).

● **THAILAND**—One wood pre-dryer. Bid deadline May 6. The Forest Industrial Organization, Rajdamnoen Ave., Bangkok. Further information available from Mgr., Thai Saw Mill, Taharn Rd., Bangsue.

356 General Industrial Machinery

● **BURMA**—Air compressors—50, 100 p.s.i.; 100, 120 p.s.i.; and 50, 150 p.s.i. working pressure. Tender No. 182/EL/(P)64-65, bid deadline April 20. Divisional Mgr., Electrical Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Automatic wrapping machines. Deriode & Chaudat (importer, dealer), 29 bis, rue Princesse, Lille (Nord). WTD 8/5/64.

GERMANY—Equipment for water, air treatment, humidifiers, air sterilizers, filters. Direct purchase and agency. Chemie- und Filter GmbH (manufacturer), 69 Heidelberg-Kirchheim, Albert Fritz-Strasse 27. WTD 3/11/65.

GREECE—Sprayers, power operated, small, for liquid (paint), suitable for use by small industrial establishments. George A. Makris (importer, wholesaler, distributor), 30 Petraki St., Athens 126. WTD 3/1/65.

357 Office, Computing, Accounting Machines

FRANCE—Accounting machines; stamping machines; thermo-phax reproduction machines; check-certifiers; direct purchase and agency. Societe Soloma (dealer, agent), 4 rue Drouot, Paris 9. WTD 12/8/64.

358 Service Industry Machines

CHILE—Air conditioning, refrigeration, heating equipment, components, accessories. Direct purchase and exclusive agency. Eduardo Cresta-Hidrocivil (importer, manufacturer), Ejercito N° 62, Santiago. WTD 3/11/65.

Air conditioning equipment, household, industrial. Direct purchase and agency. Ingenieria Electromecanica Aerolite, Ltda (importer), Cueto 836, Casilla (Box) 3841, Santiago. WTD 2/8/63.

FRANCE—Small electrical apparatus, such as air humidifiers, ozone generators; direct purchase and agency. Technique Service Gruber (manufacturer, exporter, wholesaler), 3 rue Guynemer, Vincennes (Seine). WTD 10/28/64.

Commercial, industrial freezers; direct purchase and agency. Societe C.O.G.E.Q., S.A. (dealer), 48 rue Sedaine, Paris XI. WTD 6/30/64.

Laundry machinery for commercial, industrial use. Etablissements Sayag-Brunet (importer, dealer), 77, Avenue Parmentier, Paris 11. WTD 10/16/64.

Industrial freezers, very low temperature (for example 200 degrees F.) for research, biological, industrial processing laboratories. Sagimco Engineering Corp. (manufacturer, importer), 34 Ave. des Champs-Elysees, Paris 8. WTD 9/21/64.

Laundry, dry-cleaning machinery for commercial, industrial use; direct purchase and agency. Etablissements Laurent (dealer), 34/36 rue Robert-Legeay, Creteil (Seine). WTD 11/19/64.

Laundry machinery, equipment for commercial, industrial use. Blanchisserie Lame, 50, rue de Silly, Boulogne s/ Seine. WTD 11/19/64.

ITALY—Commercial laundry machines. Officine Minnetti S.A.S. (manufacturer), 2 Via Colonna, Pieve a Nievole (Pistoia). WTD 5/13/64.

● **PAKISTAN**—65 reverse cycle, 16,500 btu's per hr., window air conditioning units; 50 window air conditioners, 18,000 btu's per hr. Tender No. Eng-3/69804/3/65, bid deadline April 12. Department of Investment Promotion and Supplies, Government of Pakistan, Frere Rd., Karachi.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Control valves for commercial gas cooking ranges for sale as spare parts. Georges Roche S.A. (importer, distributor), Santa Teresa a Cipreses No. 69, Caracas. WTD 3/5/65.

361 Electrical Measuring Instruments

● **BURMA**—Supply of one pocket ph meter, analytical with ph probe unit EJ 350; replacement parts for above; analytical balance, mettler BS, standard model. Tender No. 75/MACH:23/G-3/64-65, bid deadline May 3. Divisional Mgr., Machinery, Equipment, Tools and Spares Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2939).

COSTA RICA—Power transformers, 1½-50 kva, single phase and 3 phase, for voltages of 13.2, 4.160/110/220. Copper wire and cable, bare, Nos. 2, 4, 6. Concentric cable, 4-track, rubber weatherproof insulation, for 600 volts, Nos. 4 or 6. Insulators, suspension hood type, pin type, bell type. Switches, oil-bath type, indoor use, bus-bar type; 3-phase weatherproof type, outdoor, horn-gap type. Switch blades, single-phase, weatherproof type, electrolytic copper. Measuring devices, ammeters, voltmeters, watt-hour meters. Interested in good reconditioned and/or surplus power distribution equipment and supplies. Requests replies in Spanish. Junta Administrativa de Servicios Electricos de Cartago, (JASEC), (electric power company), P.O. box 179, Cartago. WTD 1/19/65.

FRANCE—Electric, electronic measuring instruments, equipment. Radio-Controle S.A.R.L., (manufacturer), 141 rue Boileau, Lyon (6). WTD 3/11/65.

● **KOREA**—Supply of electric measuring instruments, test equipment including, but not limited to, marine chronometer recording thermometer, d.c. and a.c. volt meters, a.c. industrial analyser, electronic counter, frequency converter, video amplifier unit, frequency converter unit, oscilloscope, high frequency generator. Tender No. KFX-5019-S, bid deadline April 28. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

SOUTH AFRICA—Audiometer equipment. Needler Hearing Aid Organization, (Pty), Ltd., (importer, retailer), 501 African City Bldg., Eloff and Jeppe Sts., Johannesburg. WTD 3/15/65.

362 Electrical Industrial Apparatus

● **BURMA**—Supply of one diesel generator set, 380/400 volt, 3 phase, 600 rpm., 200 kw. with tools, spares. Tender No. 527/12/MACH: 23/G-1/64-65, bid deadline April 21. Secretary, Socialist Economy Construction Committee (Central) c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

Supply of one 80 hp., 725 rpm., 400/440 volt, a.c., 3 phase, 50 cycle totally enclosed slip-ring motor; one starting pannel for 100 hp., 400/440 volt, a.c., 3 phase, 50 cycle slip-ring motor; and one 660 volt, 50 mva, 800 amp., a.c., oil circuit breaker. Tender No. 8/MACH 28/G-1 (64-65), bid deadline April 26. Secretary (4), Socialist Economy Construction Committee (Central), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—Welding apparatus, accessories. Deroide & Chaudat, (importer, dealer), 29 bis, rue Princesse, Lille (Nord). WTD 8/5/64.

PAKISTAN—Electrical equipment such as resistors, capacitors, filters, networks, fuses, lightning arrestors, switches, relays; electrical hardware and supplies such as conduit, face plates, electrical contacts, electrodes, wire cables. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Aeronautical Equipment Co., (importer, manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

363 Household Appliances

HONDURAS—Electric stoves having one or two burners. Direct purchase and agency. Conrado Napky D., Mgr., Materiales Electricos de Honduras, S.A., (importer, distributor), Tegucigalpa. WTD 6/30/64.

VENEZUELA—Small household electric appliances, except fans, such as electric kitchen, cleaning equipment, radios, 110 V, 50 cycles. Exclusive distribution for Caracas, central states of Venezuela, requests replies in Spanish. Equipos del Hogar C.A., (importer, distributor, sales agent), Calle Real de Sabana Grande No. 239, Caracas. WTD 3/10/65.

ZAMBIA—Sewing machines, new and reconditioned. Nayee Bros., (wholesaler, manufacturer, retailer), P.O. box 34, Livingstone. WTD 3/16/65.

364 Electric Lighting, Wiring Equipment

FRANCE—Vapor, fluorescent lamps; direct purchase and agency. Neff & Meyer, (importer, dealer), 64 Ave. des Vosges, Strasbourg (Bas-Rhin). WTD 1/15/64.

365 Radio, Television Receiving Sets

FRANCE—Record players; direct purchase and agency. Neff & Meyer, (importer, dealer), 64 Ave. des Vosges, Strasbourg (Bas-Rhin). WTD 1/15/64.

Radio receiving sets; direct purchase and agency. Neff & Meyer, (importer, dealer), 64 Ave. des Vosges, Strasbourg (Bas-Rhin). WTD 1/15/64.

JORDAN—Interested in representing well-known manufacturers of television sets. Direct purchase and agency. Saheb & Gishan Co., (importers), P.O. box 979, Amman. WTD 5/6/64.

366 Communications Equipment

● **ETHIOPIA**—Supply of 100,000 hexagonal bolts, 10,000 stay tightners, 20,000 glass arm insulators, 20,000 insulator bushings, 3 ton of wire strand. Tender No. 4/65, bid deadline April 14. Imperial Board of Telecommunications of Ethiopia, P.O. box 1047, Addis Ababa.★ (Telephone: 202-WO 7-4823).

GERMANY—Electronic navigation aids for airplanes; direct purchase and/or agency. Price quotations cif European ports. Rhein-Flugzeugbau GmbH., (manufacturer), Flugplatz an der Niersbruecke, 405 Moenchengladbach. WTD 3/12/65.

● **KOREA**—Supply of splicing sleeves, spare parts for teletypewriters, telegraph exchanges, teleprinters, facsimile, telephone switching equipment. Tender No. KFX-5016-S, bid deadline April 23. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

● **PAKISTAN**—Supply of double wire lever frame signaling equipment for 12 stations on Tangi-Mymensingh line. Tender No. PD/I.-SIG/45/3, bid deadline May 18. The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong. Tender documents, specifications may be obtained from above address upon payment of $21, which is not refundable. One copy of specifications available for review only in Rm. 4314, Transportation Equipment Division, BDSA-6340, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

367 Electronic Components, Accessories

FRANCE—Microwave components. Ets. Marcel Oriol, (manufacturer), 9 Ave. d'Arromanches, Saint-Maur (Seine). WTD 11/19/64.

Transmitting electron tubes; direct purchase and agency. Neff & Meyer, (importer, dealer), 64 Ave. des Vosges, Strasbourg (Bas-Rhin). WTD 1/15/64.

Electronic apparatus for industrial use; direct purchase and agency. Societe Europeenne d'Electronique "Seurelec", (importer, wholesaler), 123 rue de Silly, Boulogne-Billancourt (Seine). WTD 1/20/64.

369 Electrical Machinery, Equipment, Supplies

FRANCE—General Industrial electric equipment. Testuz & Cie, 30, Ave. de Messine, Paris, 8e. WTD 11/18/64.

372 Aircraft, Parts

GERMANY—Accessories, equipment for metal aircraft, military, civilian, up to 6 tons of take off weight; direct purchase and/or agency. Price quotations cif European ports. Rhein-Flugzeugbau GmbH., (manufacturer), Flugplatz an der Niersbruecke, 405 Moenchengladbach. WTD 3/12/65.

374 Railroad Equipment

● **PAKISTAN**—Supply of 35 multiple unit, vertically mounted, long range light signals; 75 gross of lamp bulbs; 10 signal light heads with cross and gong for road crossings; 12 lifting gate machines, twin arms, to operate wooden barriers up to 48' in length. All equipment to conform to A.A.R. standards. Tender No. PR-I/65/PMP/5, bid deadline April 15. Payment to be in Deutsche Marks regardless of country in which order is placed. Tender documents, instructions available for Rs 50 per set (US$10.50), plus postage, from Office of the Secretary, Government of West Pakistan Railway Board Headquarters, Rm. No. 7, 1st Fl., Empress Rd., Lahore, West Pakistan. Copy of tender notice, description, specifications may be reviewed in Rm. 4314, Transportation Equipment Division, BDSA-6340, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

381 Engineering, Laboratory, Scientific Equipment

ENGLAND—Instruments, equipment in gas chromatography, scientific instrument field. Gas Chromatography, Ltd., (manufacturer, exporter, importer), Boyn Valley Rd., Maidenhead, Berkshire. WTD 3/11/65.

GERMANY—Aeronautical navigation instruments; direct purchase and/or agency. Price quotations cif European ports. Rhein-Flugzeugbau GmbH., (manufacturer), Flugplatz an der Niersbruecke, 405 Moenchengladbach. WTD 3/12/65.

Laboratory equipment, apparatus for oil processing plants, oil refineries. Exclusive rep-

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Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

resentation wanted, but firm prefers to import for own account. H. Juergens & Co., (importer, exporter, wholesaler, manufacturer), 76 Langenstrasse (P.O. box 375), 28 Bremen. WTD 6/26/64.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Safety appliances, equipment for industry, such as helmets, goggles, machine guards, signs, tools, other safety devices to complement existing imports, production. Industrial Protective Co., Pty., Ltd., (importer, wholesaler, manufacturer), 180 Ferrars St., South Melbourne, Victoria. WTD 7/30/64.

● **IRAN**—Supply of 400 miners cap lamps complete with NC batteries, magnetic lock for methane bearing mines, spare parts for lamps, duly approved by authorized officials. Bid deadline May 5. Steel Corporation of Iran, Ministry of Economy, Tehran. Cable: STEEL CORPORATION, Tehran.★ (Telephone: 202-WO 7-2939).

SOUTH AFRICA—Electrical hearing aids. Needler Hearing Aid Organization, (Pty), Ltd., (importer, retailer), 501 African City Bldg., Eloff and Jeppe Sts., Johannesburg. WTD 3/15/65.

386 Photographic Equipment

PAKISTAN—Photographic projection equipment; photographic developing, finishing equipment such as enlargers, printers; photographic chemicals; unprocessed films. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. Aeronautical Equipment Co., (importer, manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

394 Toys, Amusement, Sporting Goods

ENGLAND—Constructional model kits. A. A. Hales, Ltd., (importer), 26 Station Close, Potters Bar, Middlesex. WTD 3/10/65.

FRANCE—Toys, such as dolls, doll parts, doll clothing, stuffed toy animals, carts, mechanical trains, pedal-cars, velocipedes, tricycles, scooters, rowers, toy guns, air rifles, pistols, musical instruments, reproduction of household utensils, equipment. Comptoir General de la Bimbeloterie, (wholesaler), 4-8 rue des Haudriettes, Paris, 3e. WTD 12/7/64.

Toys, such as: toy furniture, dolls, doll clothing, stuffed toy animals, carts, mechanical trains, mechanical toys in general; musical instruments; reproduction of household utensils, equipment; toy guns, air rifles, pistols, direct purchase and agency. Fair Play, (wholesaler, retailer, importer, manufacturer), 190, rue Lecourbe, Paris, 15e. WTD 1/5/65.

Outdoor games; rowing, pedal-boats. Etablissement Le Cosaque, (importer, wholesaler), 75, Faubourg Saint-Antoine, Paris, 11e. WTD 4/7/64.

Electric, electronic toys. Societe "Promodif", (importer), 48, rue Vivienne, Paris 2. WTD 10/23/64.

Toys, such as dolls, doll clothing, stuffed toy animals, carts, toy furniture, mechanical trains, mechanical toys in general; musical instruments, reproduction of household utensils, equipment; indoor games, game sets for adults, children. Comptoir Europeen de Commerce International, (importer, dealer), 12, rue de Port-Mahon, Paris, 2e. WTD 3/12/64.

Small toys, gadgets (of novelty character); direct purchase and agency. Technique Service Gruber, (manufacturer, exporter, wholesaler), 3 rue Guynemer, Vincennes (Seine). WTD 10/28/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Electronic stencil machines; other marking devices; direct purchase and agency. Societe Soloma (dealer, agent), 4 rue Drouot, Paris 9. WTD 12/8/64.

GERMANY—Carbon paper, typewriter ribbons, thermal copy paper, master, carbon sets for spirit-type duplication machines, ball-point pens, marking pens, pencils. Loeff's Patent "Archiv-Boy" A. Kesseler & Co. (importer, exporter, manufacturer), 6 Gleimstrasse, 28 Bremen. WTD 5/29/63.

399 Manufacturing Industries

● **BURMA**—Supply of fire extinguishing equipment including, but not limited to, the following items: soda acid refills, C.T.C. refills, delivery hose couplings, breathing apparatus, rubber gloves, hydraulic test pumps, carbon dioxide fire extinguishers. Tender No. 1567/141/MACHY:(23) G-4/65, bid deadline April 19. Divisional Mgr., Machinery, Equipment, Tools and Spares Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Electrical apparatus for beauty shops; direct purchase and agency. Technique Service Gruber (manufacturer, exporter, wholesaler), 3 rue Guynemer, Vincennes (Seine). WTD 10/28/64.

Coin-operated amusement machines. Etablissement Le Cosaque (importer, dealer), 75, Faubourg Saint-Antoine, Paris, 11e. WTD 4/7/64.

509 Wholesalers

TAIWAN—All kinds of scrap iron; direct purchase and agency. Chuan Ching Trading Co., Ltd. (importer, exporter), 17 Lane 53 Hoping West Rd., Section 3, Taipei. WTD 10/18/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile Mill Products

SOUTH AFRICA—All types of women's dress materials, cottons, cotton-rayon mixtures, rayon, synthetic. Raymond and Marshall, Ltd. (sales agent), P.O. Box 8976, Johannesburg. WTD 3/10/65.

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Cotton broad-woven fabrics. Holdman and Vidal, Ltd. (importer, wholesaler, sales, agent), P.O. Box 6111, Johannesburg. WTD 3/11/65.

Drapery fabrics, rayon, cotton, woolen. Raymond and Marshall, Ltd. (sales agent), P.O. Box 8976, Johannesburg. WTD 3/10/65.

Lace, nottingham, except curtains, all types; rayon upholstery fabrics; woolen upholstery fabrics; cotton upholstrey fabrics. Raymond and Marshall, Ltd. (sales agent), P.O. Box 8976, Johannesburg. WTD 3/10/65.

AUSTRALIA — Drapery material; ladies' dress goods (entire range); men's shirtings; casual fabrics for men's sportswear. L. Vogel & Son, (Agencies), Pty., Ltd. (indent agent), P.O. Box 7021, G.P.O., Sydney, N.S.W. WTD 3/10/65.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

AUSTRALIA—Drapery material; ladies' dress goods (entire range, including polyesters and other synthetics); men's shirtings; casual fabrics for men's sportswear. L. Vogel & Son (Agencies), Pty., Ltd. (indent agent), Box 7021, G.P.O., Sydney, N.S.W. WTD 3/10/65.

227 Floor Covering Mills

SOUTH AFRICA—Fiber carpets, wool carpets. Raymond and Marshall, Ltd. (sales agent), P.O. Box 8976, Johannesburg. WTD 3/10/65.

229 Textile Goods

AUSTRALIA—Material for rain coats. L. Vogel & Son, (Agencies), Pty., Ltd., (indent agent), box 7021, G.P.O., Sydney, N.S.W. WTD 3/10/65.

SOUTH AFRICA—36" warped knitted cotton lace. H. L. Hompes and Co., (Pty.), Ltd., (sales agent), P.O. box 3480, Johannesburg. WTD 3/11/65.

239 Fabricated Textile Products

SOUTH AFRICA—Bathmats, matching toilet bowl covers, turkish, terry woven. Raymond and Marshall, Ltd., (sales agent), P.O. box 8976, Johannesburg. WTD 3/10/65.

242 Sawmills, Planing Mills

SOUTH AFRICA—Lumber—southern yellow pine. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Box TO-286, Washington, D.C. 20230. WTD 3/15/65.

283 Drugs

NEW ZEALAND—Anesthetics, local anesthetics of lidocaine-type. Joseph Shalfoon, Managing Director, Shalfoon Bros., Ltd., P.O. box 1673, Auckland. WTD 4/21/64.

SOUTH AFRICA—Pharmaceutical preparations, notably aspirin. Holdman and Vidal, Ltd., (importer, wholesaler, sales agent), P.O. box 6111, Johannesburg. WTD 3/11/65.

Endocrinological pharmaceutical preparations with either therapeutical or analytical applications. Rosebank Pharmacy, (retailer), P.O. box 9499, Johannesburg. WTD 3/16/65.

284 Soaps, Detergents, Cleaning Preparations

FRANCE—Stain-removing products, for dry-cleaning industry. S. F. P.—Societe Fournitures Pressing, (importer, wholesaler), 219, ave. Pierre Brossolette, Montrouge, Seine. WTD 11/16/64.

306 Fabricated Rubber Products

AUSTRALIA—Rubber nipples for infant

feeding bottles. Mantons, Pty., Ltd., (manufacturer's representative), 184-190 Day St., Sydney, N.S.W. WTD 12/4/64.

SOUTH AFRICA—Upholstery fabrics, furniture, rubber coated. Raymond and Marshall, Ltd., (sales agent). P.O. box 8976, Johannesburg. WTD 3/10/65.

307 Plastics Products

AUSTRALIA—Soft plastic goods, general range but especially shower curtain material (between three and six feet in width); printed table cloth material; printed polythene. Henderson Shaw, Pty., Ltd., (importer, exporter, wholesaler, manufacturer), Addison Rd. & Philpott St., Marrickville, N.S.W. WTD 11/3/64.

311 Leather Tanning, Finishing

SOUTH AFRICA—Upholstery leather, cattle, finished splits, cattle, grain. Raymond and Marshall, Ltd., (sales agent), P.O. box 8976, Johannesburg. WTD 3/10/65.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Hand tools, all types. Holdman and Vidal, Ltd., (importer, wholesaler, sales agent). P.O. box 6111, Johannesburg. WTD 3/11/65.

Padlocks, key. Holdman and Vidal, Ltd., (importer, wholesaler, sales agent), P.O. box 6111, Johannesburg. WTD 3/11/65.

354 Metalworking Machinery

SOUTH AFRICA—All types of machine tools. Drury Wickman, Ltd., P.O. box 3929, Johannesburg. WTD 3/16/65.

355 Special Industry Machinery

FRANCE—Plum and prune automatic stoners, medium and heavy-duty industrial machinery for utilization in prune processing plants; requests descriptive literature, price lists. Paul Coutau-Begarie, (selling agent), 15 rue Grangeneuve, Bordeaux, Gironde. WTD 12/23/64.

NEW ZEALAND—Equipment or materials for meat packing, sausage manufacturing industries. J. C. Owen, Mgr., Oppenheimer Casing Co., Ltd., P.O. box 1713, Wellington. WTD 3/11/65.

361 Electric Transmission, Distribution Equipment

SOUTH AFRICA—All types of electrical measuring instruments. Drury Wickman, Ltd., (importer, exporter, sales agent), P.O. box 3929, Johannesburg. WTD 3/16/65.

Audiometer equipment. Needler Hearing Aid Organization, (Pty.), Ltd., (importer, retailer), 501 African City Bldg., Eloff and Jeppe Sts., Johannesburg. WTD 3/15/65.

372 Aircraft, Parts

SOUTH AFRICA—Light personal, commercial type aircraft. W. B. Scott Aviation, (Pty), Ltd., (importer, retailer, 101-102 Civic House, 19 Biccard St., Braamfontein-Transvaal. WTD 3/15/65.

Aircraft electric synchronous indicating instruments, W. B. Scott Aviation, (Pty.), Ltd., (importer, retailer), 101-102 Civic House, 19 Biccard St., Braamfontein-Transvaal. WTD 3/15/65.

391 Jewelry, Silverware, Plated Ware

SOUTH AFRICA—Novelties, electrosilver plated. Raymond and Marshall, Ltd. (sales agent), P.O. box 8976, Johannesburg. WTD 3/10/65.

396 Costume Jewelry, Novelties

SOUTH AFRICA—All types of costume jewelry, novelties. Raymond and Marshall, Ltd., (sales agent), P.O. box 8976, Johannesburg. WTD 3/10/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Frank Victor Sharpe, representing Sharpes Hardware Pty., Ltd., Exford St., Brisbane, Queensland, **interested in appointing buying agent in San Francisco.** April 11 via San Francisco for 5 weeks; c/o St. Francis Hotel, San Francisco. Itinerary: Chicago, Dallas, Ft. Worth, Los Angeles, San Francisco.

EL SALVADOR—Adolfo Salume of Salume & Co., Santa Ana, **interested in meeting manufacturers, exporters of new, used machinery to make cardboard cones for winding thread in textile mills, for winding toilet paper, for making cardboard plates, spoons, forks, paper cups (cone type, conventional), paper straws.** April 1 via New York. C/o New York Field Office. Itinerary: New York, possibly Miami, New Orleans. WTD 10/7/64.

FRANCE—Isaac Behar, Trefilerie et Cablerie de Bourg, 25 route de Lyon, Bourg (Ain), **interested in wire and wire products** and requesting technical information on high carbon wire, prestressed concrete wire, and stainless steel wire. April 2 via New York for three weeks. c/o Crucible Steel of America, 405 Lexington Ave., New York, N.Y. Itinerary: New York, Syracuse. WTD 3/17/65.

GERMANY—Dr. and Mrs. Goetz Kamps, Planten un Blomen Ausstellungspark der Freien und Hansastadt Hamburg, Am Dammtor, Hamburg 36, **interested in commercial exhibitions, institutions for travel service and gastronomy, textile and clothing industry.** April 13 via New York for 4 weeks; c/o Commerce Field Offices. Itinerary: New York, Washington, D.C., Miami Beach, New Orleans, San Francisco, Elmira, N.Y.

IRAQ—A. A. Al-Saadoon, P.O. Box 65, Basrah, **interested in contacting independent date processors.** May 1-31. During April, at his Basrah address; during May, c/o the Iraqi Embassy, Washington, D. C. Itinerary to be arranged. WTD 7/8/64.

LEBANON—Joseph Kaprielian of Hrant Kaprielian & Sons, P.O. box 59, Khan Chouneh, Beirut, **interested in ladies' underwear, outerware, costume jewelry, cosmetics, toilet preparations.** Beginning of May via San Francisco for one month. c/o Lebanese Consulate General, New York, N.Y. Itinerary: San Francisco, Los Angeles, Washington, New York, other trade centers. WTD 3/16/65.

NORWAY—Ivar Amundsen, Manager of Packaging Research Division, Norwegian Industries Development Assn., Forskningsveien 1, Blindern, Oslo, **interested in calling new developments in packaging to attention of Norwegian consumers and in arranging licensing agreements between U.S. and Norwegian manufacturers.** April 1 via Chicago for two weeks. c/o Sheraton Chicago, 505 N. Michigan, Chicago, and Park Sheraton Hotel, 202 W. 56th St., New York. Itinerary: Chicago, New York, others as arranged.

SOUTH AFRICA—B. J. Eman and M. S. Davis, representing Anglo Dutch Equipment Co., 67b Fox St., P.O. box 10616, Johannesburg, **interested in contacting manufacturers of office equipment, furniture.** April 3 via San Francisco for one month. c/o Field Offices on itinerary. Itinerary: San Francisco, Los Angeles, Las Vegas, Detroit, Chicago, New York. WTD 8/25/64.

SPAIN—Jose Maria Freixas C. and Ramon Barbat G., representing Mecanismos Auxiliares Industriales, S.A., Avda. Generalisimo 6, Valle, Tarragona, **interested in arranging a license for Spanish production and acting as representative for American companies of small electrical automobile parts.** March 27 via Kennedy International Airport for 2 weeks; c/o Hotel Dorset, 30 W. 54th St., New York, N.Y. Itinerary; New York, Boston, Detroit; possibly Pittsburgh, Washington, Philadelphia.

TAIWAN—Chung-liu Hsueh and Djuenhsiaen Hsue, representing Mayer Steel Pipe Corp., 109 Chungshan North Rd., Section 2, Taipei, **interested in exporting fence and gate pipe, conduit pipe, furniture pipe, similar kinds of pipe products** and in purchasing equipment and technical know-how for producing large size pipes, in technical information on specifications, demand, price, import duty, packing, general market investigation of pipe products. End of April or early May via Honolulu for three months. c/o Tokyo International Commerce Co., Inc., 19 Rector St., New York 6, N.Y. Itinerary: San Francisco, Los Angeles, Seattle, Chicago, New York.

Ceylon requests tenders

The Ministry of Rural & Industrial Development, 48 Siri Jinaratna Rd., Colombo, Ceylon, invites tenders for the supply of railway equipment with a bid deadline of April 19.

The equipment consists of new 20 lb. per yard rail; used serviceable 45 lb. per yard rail; points and crossings; double sided "V" type tipping trollies and double bogie platform wagons.

Copies of tender documents can be obtained, on written application, from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

Poster paper wanted

The Thailand Tobacco Monopoly, 184 Roma IV Rd., Bangkok, Thailand, has issued tender No. 12/2508, with an April 15 bid deadline, to purchase 130 long tons m.g. poster paper in sheets 89 x 111 cms., one side glazed, with 60 gm. per square meter basis weight.

Full specifications together with tender forms are available only from the Procurement and Stores Section, at the above address.

A copy of the tender is available to firms located in the U.S. from Forest Products Division, BDSA (6480), Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

Construction Projects

Reports from overseas on late building and construction.

ALGERIA—(100 N. Franc=$15). The publication "Revue d'Information de l'Organisme Saharien" describes a dam across the Oued Guir west of Colomb-Bechar, the subject of a call for international bidding in July 1964. The bids are now being studied.

The dam is designed for flood control and irrigation only. Cost is estimated at $12 million. The concrete dam will rise 26 meters above the thalweg, will be 955 meters in length, and will form a lake with a maximum area of 220 million square meters. Construction is planned this year, with completion estimated for October 1967.

The dam may make it possible to irrigate more than 15,000 hectares in the Abadla plain, largely for grain, but also for vegetables, forage, and date palms.

AUSTRALIA—(£1=$2.24). Melbourne, as part of a metropolitan transit plan, based on a recently completed survey now being studied by Wilbur Smith and Associates (offices in New York, Washington, San Francisco), will construct an underground electric railway (subway) to facilitate the movement of people in and through the city's center.

The project, authorized by the Victoria State Government will cost an estimated £31 million or more (about $70 million). It will be financed by the State, which will be reimbursed by specially designated tax revenues. The project hopefully will begin in 1966 or 1967 and be completed on or before 1972.

The subway will consist of four tunnels, two on the upper and two on the lower levels. Each tunnel will be about two miles long, giving a total business center loop of eight miles.

The business loop will interconnect the presently existing urban railway system.

Other aspects of the transportation study prepared by the Melbourne Metropolitan Transportion Committee calls for express busses to travel on freeways radiating from the central business area; the construction of freeways and circumferential expressways; placement of some street car lines below grade and on their own rights of ways in the suburbs; automatic signalling and controls for existing urban railways and new rolling stock.

Write: R. S. Miller, Chief Engineer for Railway Construction, Railways Administrative Offices, Spencer St., Melbourne, Victoria, Australia.

CANADA—C$100=$92.50. Premier Ross Thatcher of Saskatchewan announced plans to construct a C$64 million heavy water plant, the world's largest, in Estevan in the southern part of the province.

Construction of the plant will start early this summer and the plant, with a capacity of 300 tons, is expected to be in production by July 1, 1967.

Mr. Thatcher stated that the Estevan project will employ about 500 men during construction and about 200 men when it goes into production. He said that the plant will use more than 1,000 tons of lignite coal daily from deposits near Estevan.

ECUADOR—(100 sucres=$5.55). Firms interested in making a turnkey proposal for erection of a slaughter house in Guayaquil, probably to be financed through an AID loan, are invited to contact Licdo. Jaime Nebot, Presidente, Comision Especial de Camales, Asociacion de Ganaderos del Litoral, Casilla Postal No. 408, Guayaquil, Ecuador.

An option on land of 30,000m² size has already been arranged. The plant should have a per hour slaughter capacity of 40 cattle, 25 pigs, and 20 sheep. Cooling facilities to handle all of the production up to 48 hours will be required plus aging facilities to handle 50% of the production for at least one week.

A freezing capacity of 50 tons is also desired as well as complete by-product manufacture and processing facilities. Technical assistance requested for one year during which time Ecuadorean counterparts will be trained as plant superintendent in-charge of operations; maintenance engineer; and administration/accounting/retailing manager. For threee months each, one meat cutting specialist and one by-products specialist are also requested.

Two other Ecuadorean border cities, Loja and Tulcan, which export to Peru and Colombia respectively, are also interested in erecting slaughter houses with the following per-hour capacities: 20 cattle, 15 pigs, and 10 sheep. They also desire by-product manufacturing and processing facilities.

IRAQ—(1 dinar=$2.80). A contract for the supply of RCA television equipment worth $1.5 million was signed in March at a ceremony at the Ministry of Culture & Guidance.

The equipment, which is to be delivered later this year, will include three 10 kw. transmitters for new stations at Basra, Kirkuk and Mosul, antenna and transmission lines, announce booths, telecine rooms, and eight video tape recorders.

The Government hopes to have the new stations on the air by the end of the year and is now negotiating with a European firm for supply and erection of 1000 ft. antenna towers in each city. Contracts for buildings to house the transmitters have been advertised.

MEXICO—(100 Peso=$8). The Inter-American Development Bank has approved a loan equivalent to $4.8 million from the Social Progress Trust Fund to improve and expand the water and sewage systems of the cities of Queretaro and Durango in Mexico.

The loan is being extended to Nacional Financiera S.A., the Mexican Government agency in charge of negotiating and contracting foreign loans. The projects will be carried out by the Department of Hydraulic Resources, the Government agency entrusted with planning and carrying out water supply and sewage works in Mexico.

The two projects form part of the Mexican Government's National Plan to extend sanitation services to greater segments of the nation's population and thus reduce the high mortality rate from waterborne diseases.

In Queretaro the limited capacity of the water system and the disrepair of its main distribution network has forced the city to ration water in order to provide at least part-time service to most of its population. The higher parts of the city have service only eight hours a day and the northern sector 12 hours.

Only the lower part has water 24 hours a day. Due to the advanced deterioration of the main distribution network, it is estimated that about 90% of it will have to be replaced.

In Durango, the demand for water greatly exceeds the installed capacity of the existing system.

Total cost of the projects is estimated at $8 million. The Bank's loan will cover 60% of this figure and the Mexican Government will provide the remaining 40%. Approximately $5 million of the total will be spent in improving the water and sewage systems of Durango, and the remaining $3,040,000 will be used for similar purposes in Queretaro.

PANAMA—Instituto de Acueductos y Alcantarillados Nacionales in Panama has given notice that sealed bids for the supply of materials, equipment, fittings, labor, superintendence and performance of all the work to carry out the work covered by this contract, will be received in the office of the Instituto, until 10 a.m. (Panama time) April 15.

The work project is as follows:

Construction of one water tank and appurtenances on Cerro Orillac. Capacity 1⅕ million gal.; construction of two water tanks with a capacity of two million gallons each, appurtenances and a woven wire fence in San Miguelito: construction of a pumping station, the equipment and appurtenances, and a woven wire fence, also in San Miguelito; furnishing and installation of the cast iron supply main and drain pipes for the San Miguelito water tank, with all valves and appurtenances, as follows: 24″ cast iron pipe, 195 l.m.; 20″ cast iron pipe, 10 l.m.; 16″ cast iron pipe, 80 l.m.; 8″ cast iron pipe, 150 l.m.

Plans and specifications, and Form of Proposal are on file at Instituto de Acueductos y Alcantarillados Nacionales, Panama City, Panama, and at the office of Greeley and Hansen Engineers, 14 E. Jackson Blvd., Chicago 4, Ill.

Copies of the Contract Document may be obtained at the office of IDAAN or by mail by writing to P.O. box 5234, Panama, Panama, upon payment of $40 for each set. Plans are in Spanish only but specifications are in both Spanish and English. Funding has been arranged with AID (loan 525-1-005).

TRUCIAL STATES—Plans for constructing a deep-water port for Dubai have progressed to the point that the Dubai Government is now examining a feasibility study submitted by the British consulting-engineering firm, Sir John Halcrowe, Ltd.

While details of the consulting firm's report are unknown, it is certain that any port construction will require financing by the builders, with payment coming from the port's future revenues.

Interested firms can correspond with the Dubai branch offices of the following banks: First National City Bank, the National Bank of Dubai, the British Bank of the Middle East, and the Arab Bank (Sharjah).

TURKEY—(100 lire = $11.11). The Workers Compensation Fund of the Social Insurance Association (Sosyal Sigortalar Kurumu, Mithat Pasa Caddesi, Ankara) plans to request bids or continue construction of 22 hospitals through Turkey. Ten new hospitals for workers will be constructed in 1965 on a turnkey basis with payment for projects in local currency.

The 22 new facilities (under construction or to be constructed) will contain 4,640 beds. Procurement of equipment will be called by the Procurement Directorate of the Association at Tepebasi, Istanbul. As the tenders are issued and forwarded to the Department of Commerce, they will be published in INTERNATIONAL COMMERCE.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

UGANDA—Crude mica, garnet ores, onyx gem stones (rough). G. M. Khan, Uganda Mica Mines, Ltd. (exporter), Private Bag, Mbale, Uganda. WTD 3/12/65.

203 Canning, Preserving Foods

KOREA—Frozen sea products: cod, sole, mussel, pomfred, flounder, shrimp, blue and king crab meat, clams, oysters. Sale to importer or distributor. Kum Hae Industrial Co., Ltd. (producer, exporter), I.P.O. Box 1128, Seoul. WTD 3/11/65.

Seaweed (laver), sun dried. Firm would like distributor in Hawaii, Okinawa, California. Kum Hae Industrial Co., Ltd. (producer, exporter), I.P.O. Box 1128, Seoul. WTD 3/11/65.

209 Food Preparations

ETHIOPIA—Coffee; seek experienced broker/agent. Kadir Ebba (exporter), P.O. Box 997, Addis Ababa. WTD 10/8/64.

222 Broad Woven Fabric Mills, Man-Made, Silk

KOREA—Nylon fabrics, yarn dyed, for sale to importers, distributors, or consumers. Kum Hae Industrial Co., Ltd. (producer, exporter), I.P.O. box 1128, Seoul. WTD 3/11/65.

228 Yarn, Thread Mills

KOREA—Nylon and rayon yarn, twisted, dyed, (30 denier or more). Sale to importers, distributors, or consumers. Kum Hae Industrial Co., Ltd., (producer, exporter), I.P.O. Box 1128, Seoul. WTD 3/11/65.

283 Drugs

KOREA—Agar-agar, natural, in strips, 1965 crop. For sale to importers, consumers. Kum Hae Industrial Co., Ltd., (producer, exporter), I.P.O. Box 1128, Seoul. WTD 3/11/65.

322 Glass, Glassware

FRANCE—De-luxe crystal ware, glassware. Cristalleries & Verreries Reunies de Choisy-Le-Roi, (manufacturer), 62, rue d'Hauteville, Paris. WTD 12/22/64.

Prismatic glass tubes for thermometers. Cristalleries & Verreries Reunies de Choisy-le-Roi (manufacturer), 62 rue d'Houteville, Paris. WTD 12/22/64.

355 Special Industry Machinery

FRANCE—Potatoe-sorting equipment. Etablissements Bailly, (manufacturer, dealer), 5bis, rue du Marche, Corbeil-Essonnes (S. & O.). WTD 11/9/64.

GERMANY—Shoe making, shoe repairing machinery; direct sale and/or agency. Price quotations f.o.b. Hamburg or Bremen. Gust. Rafflenbeul (manufacturer, exporter), 55-59 Kaiserstrasse, 583 Schwelm/Westf. WTD 3/15/65.

396 Costume Jewelry, Novelties

KOREA—Artificial flowers, rayon. Firm will make according to sample, counter-sample. Sales to importers. Kum Hae Industrial Co., Ltd., (producer, exporter), I.P.O. Box 1128, Seoul. WTD 3/11/65.

505 Farm Products

ETHIOPIA—Leopard skins. Kadir Ebba, (exporter), P.O.B. 997, Addis Ababa. WTD 10/8/64.

Pakistan wants radio telephone equipment

The Office of the Director General, Telegraph and Telephone, Pakistan, has issued tender No. PUR 21-3/65/610 calling for the supply of high frequency radio equipment for expansion of telecommunications between East and West Pakistan.

The equipment is wanted urgently and special consideration will be given to firms offering the shortest delivery.

Two eight to 10 kw. transmitters operating in the 4-27.5 Mc/S range, capable of remote control tuning and operation are wanted. Also required are four ISB/FSK drive units, two ISB single path, four channel communications receivers, two space diversity receivers for telegraph reception, two radio telephone terminals, and two log periodic antennas.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division, BDSA 6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Italy announces project on airport reconstruction

The Italian Government's Foreign Office has announced project No. 216 calling for rehabilitation of existing aprons and taxitracks at an estimated cost of 30 million lire (1000 lire= $1.60).

Requests for bidding must be submitted to the Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, 1A Sezione, Rome, Italy, by April 14.

A designated questionnaire which must accompany a firm's request is available from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

This project is open only to U.S. firms certified eligible to participate in NATO-International Competitive Bidding. Firms not already certified may write the Trade Opportunities Staff for further information.

Thailand seeks generators, transformers, welding machines

The Royal Irrigation Department, Samsen Rd., Bangkok, Thailand, has issued tender No. MK-1-4, with a deadline of May 4, for equipment to be used for the Greater Me Klong Irrigation Project to be financed by IBRD.

Equipment requested is Diesel Generator sets, two each 100 kw.; four each 60 kw.; eight each 30 kw.; five each 15 kw.; 10 each 5 kw. plus spares; 35 each 300 A. gasoline engine D.C. arc welders and the following three phase distribution transformers, four 500 kva.; six 300 kva.; six 150 kva.; six 75 kva.; 15 30 kva. and 20 10 kva.

One copy of the tender is available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists. Copies may be obtained by firms in the U.S. from BIC-8120, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—India, March.
Automotive Vehicles and Equipment Importers and Dealers—Austria, March.
Automotive Vehicles and Equipment Importers and Dealers—Venezuela, March.
Business Firms—Bermuda, February.
Business Firms—Kingdom of Jordan, March.
Business Firms—Ryukyu Islands, February.
Chemicals Importers and Dealers—Lebanon, March.
Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Mexico, March.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers and Manufacturers—Chile, March.
Household Appliances Importers and Dealers—Fed. Rep. of Germany and W. Berlin, February.
Household Appliances Importers and Dealers—Italy, March.
Jewelry, Silverware, Timepiece and Giftware Importers and Dealers—Japan, March.
Iron and Steel. Non Ferrous Metals and Building Materials Importers and Dealers—Netherlands, March.
Machinery, Equipment and Supplies, Electrical Importers and Dealers—Fed. Rep. of Germany and West Berlin, February.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Netherlands Antilles, March.
Machinery and Equipment, Except Electrical Importers and Distributors—Ceylon, November 1964.
Machinery and Equipment, Except Electrical Importers and Distributors—Pakistan, February.
Machinery and Equipment, Farm Importers, Agents and Manufacturers—France, March.
Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Guatemala, March.
Sporting Goods, Toys and Games Importers and Dealers—Finland, March.
Textile Industry—Finland, March.

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Calendar *for international traders*

April

6—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

6—FCIB Round Table Conference, 1:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

6—Workshop on Export Credit Insurance, 9 a.m.-12 noon, Federal Reserve Bank, **Philadelphia.** Personal discussions on FCIA facilities, 2-4:30 p.m., Field Office, Philadelphia. Sponsors: REEC; American Institute of Marine Underwriters.

6—Export Documentation Workshop, Field Office, **Des Moines, Iowa.**

6—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

7—In-Office Export Conference, 10 a.m. Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

7—Pan American Week luncheon, 12 noon, Fairmont Hotel, **San Francisco.** Speaker: Governor Edmund G. Brown. Sponsors: Pan American Society of San Francisco; World Affairs Council; World Trade Assn. of Chamber of Commerce.

7—Pittsburgh Foreign Credit Club, dinner, Board Room, Chamber of Commerce Bldg., **Pittsburgh.** Speaker: John R. Heagen, Bureau of International Commerce.

7—Export-Import Bank's Role in Export Expansion, Student Union, Kansas State University, **Manhattan, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Kansas State University.

8—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

8—Export Procedures Course, Hotel Continental, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club of Kansas City.

8—In-Office Export Conference, First National Bank, **St. Paul, Minn.** Sponsors: Field Office, Department of Commerce; REEC.

8—"First Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

8—Overseas Automotive Club, luncheon-meeting, 12 noon, Shelburne Hotel, **New York.**

9—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Optical Manufacturers Assn.; Field Office, Department of Commerce.

12—International Trade Workshop, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Pan American Airways; Small Business Administration; REEC; Field Office, Department of Commerce.

12—World Trade Association of Montgomery County (Pa.), luncheon meeting, Crossroads Motel, **Norristown, Pa.**

13—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

13—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

13—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

13—In-Office Workshop, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: REEC; Field Office, Department of Commerce.

13—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC, World Trade Club.

13—South Florida Regional Export Expansion Council, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

13—World Trade Workshop on Financing Exports, 9:45 a.m.-3 p.m., Chamber of Commerce Committee Rooms, **Los Angeles.** Sponsor: Chamber of Commerce.

14—Minnesota World Trade Assn., monthly dinner meeting, Radisson Hotel, **Minneapolis.**

14—FCIA meeting, Mid-Day Club, **Cleveland.**

15—In-Office Workshop on Export Expansion, Skokie Valley Industrial Assn., **Skokie, Ill.**

15—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

15—FCIA Conference, North Star Center, **Minneapolis.** Sponsors: Foreign Credit and Collection Chapter, North Central Credit and Financial Management Assn.; Minnesota World Trade Assn.

15—REEC meeting, 2 p.m., Federal Reserve Bank Bldg., **Philadelphia.**

15—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; South Florida REEC.

15—FCIB Drug, Chemical & Food Export Club, luncheon-meeting, 12:15 p.m., Advertising Club, **New York.**

16—Export Workshop, Field Office, **Des Moines, Iowa.** Sponsors: Field Office, Department of Commerce; Greater Des Moines Chamber of Commerce.

20—Foreign Traders Assn. of Philadelphia, Inc., Pan American Week meeting, Sheraton Hotel, **Philadelphia.**

20—Businessmen's Consultations with members U.S. Trade Mission to Philippines, St. Regis Hotel, **New York.** Sponsors: Philippine-American Chamber of Commerce; Philippine Assn.; Field Office, Department of Commerce.

20—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

20—All-day FCIA Workshop Field Office, **St. Louis.** Sponsors: FCIA; Marine Insurance Underwriters; REEC.

20—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

20—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

20—"The How of Exporting," Rotary Club luncheon, **Altoona, Pa.**

20—FCIB Hardware-Automotive & Allied Trades Group luncheon-meeting, 12:30 p.m., Advertising Club, **New York.**

21—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

21—In-Office meeting on Export Terms, 10 a.m. Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

22—20th Annual Cleveland World Trade Conference, 8:30 a.m.-9 p.m., Sheraton Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Cleveland World Trade Assn.; Chamber of Commerce.

22—12th Annual New England World Trade Day Conference, Sheraton Boston Hotel, **Boston.** Sponsors: International Trade Assn. of New England, Inc.; Pan American Society of New England, Inc.; REEC; Field Office, Department of Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—World Trade Club annual "Port of New Orleans Night, Louis IX Room, **St. Louis.**

22—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

23—FCIA Seminar, 9 a.m. Dinkler Motor Hotel, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC; Georgia Bankers Assn.; Georgia Assn. of Independent Insurance Agents.

27—Export Workshop, **Lorain, Ohio.** Sponsors: Lorain Port Authority; Chamber of Commerce; REEC; Field Office, Department of Commerce.

27—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

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